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DECEMBER 1929

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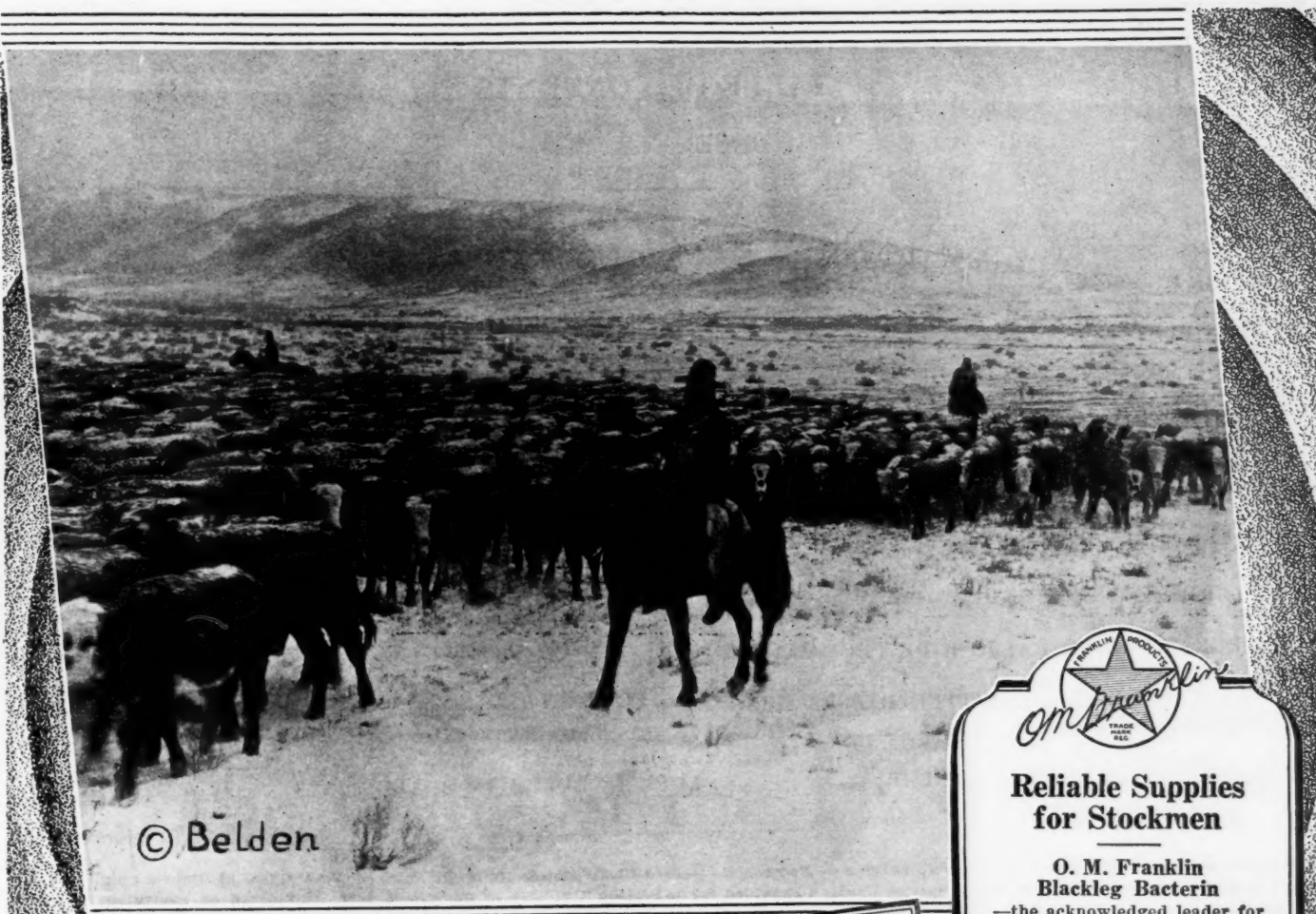
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TABLE OF CONTENTS

DECEMBER, 1929

	Page		Page
THE STORY OF THE COW IN CALIFORNIA.....	5	EDITORIALS	15
By Earl D. Schlaman.		The Denver Convention.—Pig Iron vs. Manganese.—	
LOOKING FORWARD AND BACK.....	8	Concluding Arguments in Freight-Rate Case.—All	
By James E. Poole.		Pulling Together for Prosperity.—Stock Shows.	
NATURAL LAW CANNOT BE ESCAPED.....	9	THE STOCKMEN'S EXCHANGE.....	20
By James E. Poole.		Milton S. Florsheim and Hubbard Russell on the Hide	
BEEF ON DINING-CARS.....	10	Duty.—Communications from Field Bohart and L. C.	
"U. S. CHOICE STEER".....	12	Wilson.	
QUICK FREEZING OF MEAT.....	12	WHAT THE GOVERNMENT IS DOING.....	22
PLEA FOR IGNORING FALSE HIDE PROPAGANDA	13	THE MARKETS.....	25
KANSAS EXECUTIVE COMMITTEE PASSES RESO-		Monthly Live-Stock Market Reviews by James E. Poole	
LUTIONS.....	13	and W. N. Fulton.	
WOOL-SELLING AGENCY ORGANIZED.....	14	FOREIGN	32
		Correspondence from A. C. Mills, Melbourne, Australia.	
		THE BULLETIN BOARD.....	34

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MARKETING**

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ASSOCIATION**
SPECULATION

Whether in Stocks or Livestock Is Decidedly
DANGEROUS

Cooperation Eliminates Much of the Speculation
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Sound, Unified Action by Groups Has a Stabilizing Power
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FROM meatless to sweetless diets and back again! Swinging through periods of over-emphasis on this kind of food or that kind of food, the pendulum comes to rest on the common-sense principle of a balanced diet

We advocate a mixed and balanced diet including meat. Milk, butter, cheese, cereals, breadstuffs, sweets, fresh fruits, and vegetables all contribute valuable and necessary elements. But for appetizing meals, it is common experience that these other foods must be centered around meat.

Meat with its protein is pre-eminently a body builder, a promoter of physical well being. All meats contain vitamins. Some meats, such as liver, kidneys, and hearts, are particularly rich in vitamins.

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He says: "A study of the dietaries of the different races of the world convinces me that man has accomplished most on a mixed diet. Wherever we find advancement in civilization, great achievements in the arts and sciences, maximum mental and physical ability, thrift and success, we find that food from animal sources has been a prominent portion of the diet."

True, the swing of the pendulum is spectacular. Fads in food attract wide attention. But the greater the arc of the swing, the stronger become those forces which compel a return to common-sense balance.

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Among them are tender, juicy Swift's Premium Beef or Lamb, finely flavored Swift's Premium Ham, Swift's Premium Bacon, mild and crisp, Swift's Premium Chickens and Fowl, milk fed, creamery fresh Swift's Brookfield Butter, Swift's Brookfield Selected Eggs, Swift's Brookfield Cheese.

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The *new* Armour and Company offers the American public new and modern services that keep pace with the latest conditions in a world that is changing every day.

Edson White
President

ARMOUR AND COMPANY
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THE PRODUCER

THE NATIONAL LIVE STOCK MONTHLY

Volume XI

DENVER, COLORADO, DECEMBER, 1929

Number 7

The Story of the Cow in California

BY EARL D. SCHLAMAN

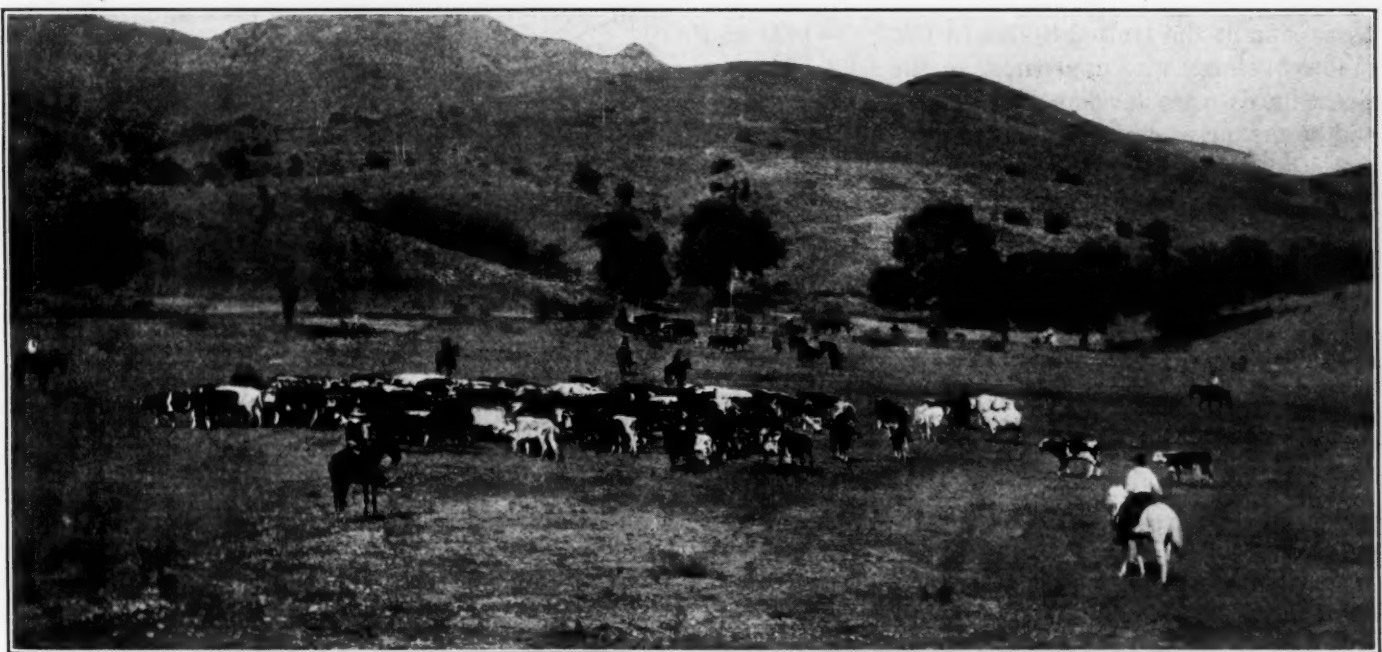
Secretary-Treasurer, Western Cattle Marketing Association, San Francisco, California

EVEN TODAY CALIFORNIA IS COW COUNTRY. True, much of the old-time pasture land has been converted into orchard, grain-field, vineyard, or truck farm; but, after all, only one-eighth of the territory of the state is under cultivation. There is lots of range land left, and the cow business has relinquished its hold, as the most valuable agricultural pursuit in the state, to only one other product of the soil. It still ranks high, and furnishes much of the state's agricultural wealth.

The cow business has always been of great importance to California. In fact, it is the pioneer industry of the state, and had it not been for the lowly cow, much of California's history would have been unwritten.

First Efforts at Colonization

Harking back to the days of early Pacific coast history, we learn of the efforts of the Spanish in colonizing *Alta California*. The first mission was estab-



VAIL HERD, NEAR TEMECULA, SAN DIEGO COUNTY, CALIFORNIA

lished at San Diego by the Franciscan Fathers in 1769, and the early records show that cattle came with the first expeditions into the country. They were an important item in the early days. Without them, starvation would have stamped out the Spanish efforts at settlement. The early Spanish cattle were perhaps gaunt, leggy beasts, with enormous



FRED H. BIXBY'S EL COJO RANCHO, CONCEPCION,
SANTA BARBARA COUNTY, CALIFORNIA

horns and deer-like habits, but they contributed such necessities as milk and meat in an undeveloped and untilled land.

Running more or less wild over the unrestricted range, and spreading northward as the chains of missions were developed along the coast, the herds rapidly increased, and the hide and tallow industry took on importance. The question of milk and meat became secondary to that of hides. The cow hide became the bank-note of California—the medium of exchange between coast trading vessels and the inhabitants of the then Mexican possession. From shortly after 1822 until California came into the possession of the United States in 1846, the hide and tallow business was uppermost in the field of trade. Great herds were developed on enormous land grants, and a man's worth was judged by the number of cattle he owned.

Hittell, in his "Resources of California," states:

The breeding of cattle, being the chief occupation of the Californians, determined their mode of life, the structure of their society, and the size of their ranches. Nobody wanted to own less than a square league of land, and the government granted it away without charge, in tracts varying from one to eleven leagues, to anybody who would undertake to erect a house and put a hundred head of cattle on the place. It was common for one man to own five thousand head of cattle.

There were only seven hundred ranchos in California in 1846, practically all of them being land grants.

Before 1822 the Spanish settlers had acquired a few land grants, notable among them being the San Jose de Gracia, of 100,000 acres, in Ventura County, to the Picos; the Los Animos grant, of 24,000 acres,

in Santa Clara County, to Castro; the San Antonio, of 30,000 acres, in Los Angeles County, to Lugo; the Paraje de Santiago, of 60,000 acres, in Los Angeles County, to Yorba; the San Pedro, of 40,000 acres, in Los Angeles County, to Dominguez; the Bolsa de San Cayetano, in Santa Barbara County, to Vallejo; the Vega del Rio del Pajaro, in Monterey County, to Castro; the San Antonio, of 50,000 acres, in Alameda County, to Peralta; and the Los Tularcitos, in Santa Clara County, to Higuera.

Most of Herds Owned by Missions

The missions under the Spanish regime controlled practically all cattle, due to the reluctance of the Spanish government in making land grants to private parties. Perhaps the greatest prosperity of the missions was reached in the period between 1814 and 1826, when, according to reports, they controlled 215,000 head of cattle, 135,000 head of sheep, and 16,000 horses.

Under Mexican control, the power of the missions declined, and private ownership assumed more importance. Land grants became popular.

During the Mexican and Spanish periods the cattle industry developed largely in southern California, but with the discovery of gold in 1849 operations extended farther north. The influx of miners following Marshall's gold discovery at Sutter's Mill greatly stimulated the production of beef, and southern California reaped the benefits therefrom.

Droughts Disastrous to Cattle Industry

Soon after 1850, squatters and small farmers began to cause trouble for the cattle barons, and in 1856 severe drought threatened extermination of the industry. This drought was only a forerunner of that of 1860-61, which really put an end to the increasing importance of cattle-raising. This severe drought reduced the number of cattle in Los Angeles County by one-half to three-quarters of the total. Five thousand head sold in Santa Barbara County for 37½ cents a head. Range land dropped to an assessed value of 10 cents per acre, cattle barons became paupers, and squatters or farmers took much of their former princely estates.

In 1874 some 4,500,000 acres of land had gone under cultivation. Cattle holdings dropped from 3,000,000 in 1863 to 2,200,000 in 1864.

In 1874 American ownership of large tracts had been established. Miller & Lux had acquired 228,000 acres; Mary E. Beale had 173,000 acres; Charles McLaughlin had 141,000 acres. In San Diego County, John Foster possessed 88,000 acres; in Los Angeles County, Irvine, Flint & Co., 77,000; E. de Celio, 56,000; and James Lick, 51,000. In Santa



CALF-BRANDING ON ONE OF MR. BIXBY'S RANCHES
(Picture taken several years ago)

Barbara County, Dibblee & Hollister controlled 97,000 acres; A. P. Moore, 63,000; Hollister & Cooper, 41,000. In Merced County, J. W. Mitchell had 42,000 acres; Miller & Lux, 166,000. In Fresno County, Ralston and Applegate each had over 40,000 acres. In Kern County, Mary E. Beale had the largest holding, with A. Weill and J. H. Redington each controlling blocks of over 40,000 acres.

Many of these holdings were acquired under Mexican grants, although some were secured by purchase from the American government. Much of the land was held on a speculation basis, and cattle were only secondary. The coming of the railroad into California about 1870 stimulated settlement and the demand for small holdings, so that the cattle business decreased in importance.

The continual development of irrigation and cultivation tended to reduce the relative importance of the cattle industry in the state. However, today the

investment in beef-cattle ranches and stock totals well over \$450,000,000, and each year close to \$40,000,000 worth of cattle are sold off California ranges.

Because of increased land values and inroads of other farming enterprises, the state is no longer purely a "breeding" state. Much of the cattle turn-off comes from feeders imported and fattened on grass. True, certain sections of the state are still breeding sections—this is more true of northern California than other parts—but the great valleys and the coast counties turn off a greater tonnage of beef each year by the finishing or feeding-out process than they could under the plan of running breeding herds.

We have, therefore, a changing production problem, but an industry important as in the past, and one capable of continuing to produce the beef requirements of the populace.

LOOKING FORWARD AND BACK

BY JAMES E. POOLE

CIRCUMSTANCES OF A MORE OR LESS FORTUITOUS character combined to make 1929 beef production somewhat abnormal, and although slaughter, on a numerical basis, has been the lightest in half a decade, and even lighter than in 1928, tonnage has been generous. In large measure, this has been a legacy of the 1928 boom, which diverted cattle by the hundred thousand from beef to replacement channels. The situation, from a selling standpoint, this year was aggravated by abnormal investment, under the stimulus of advancing prices, generating buying enthusiasm during the latter half of 1928. An outstanding example of this absurdity was the Mexican purchasing campaign that delivered in southwestern pastures approximately half a million cattle in 1928, acquired at prices that made profit, in the final stage of handling them, impossible. Further aggravation was created when the Corn Belt tucked away a raft of mature cattle, also at impossible prices, which had to come out this year and sell, in many instances, at a loss. The huge jag of Mexican cattle that moved northward to Oklahoma and Kansas grass last spring got fat under favorable physical conditions, upset the stride of the market early in the season, and, in conjunction with the grist of overweight bullocks that came out of the Corn Belt, played havoc with the season's results. Probably it could not have been otherwise. An irresistible force got in motion last year when the gambling instinct acquired full play, and nothing remained but to permit the furore to run its course. As well argue with a fanatic as oppose such movements. When the mob congregates, seek a place of safety.

No researching is necessary to demonstrate the fact that 1929 beef production was in excess of consumer capacity to absorb the entire package at 1928 prices. At that, the army of ultimate consumers has derived little, if any, benefit from the subsequent \$3 break in fat cattle. During the period of actual, but temporary, beef scarcity last year, prices to consumers were jacked up to lofty levels, and the aforesaid consumers have retaliated in the only possible manner—by demanding lighter, and accepting inferior, meats at relatively lower prices. The result has been accentuation of sales resistance for the heavier and better grades of beef, while putting what amounted to a premium on lighter and less desirable product, from a gastronomic standpoint.

In one respect, 1929 cattle trade has presented a striking contrast to that of 1928, as storage of near-beef steers by feeders has not been attempted. Heavy slaughter in October and November meant that two-way cattle, pre-empted by feeders last year, were going to the shambles without competition. Late in November, killers asserted prior claim to a mass of 800- to 1,000-pound steers, reducing beef production during 1930 materially. It is a gratifying sign, from the feeder's standpoint, as it is an omen of continued consumption.

Discrepancy between cattle storage in the winter-feeding area last year and this will not be disclosed until the crop reaches the market, as no reliable statistics on the subject exist, other than the stocker movement through the market gateways, everything else being left in the sphere of conjecture, as it was two decades back. One reason why such a large number of heavy, overdone cattle were carried along until late in the season, thus overstaying their logical market, was lack of information concerning supply, concealed by probably the heaviest direct movement from pasture to feed-lot on record last fall. Of course, feeders must accept a large share of responsibility for what has happened. They were deceived by a midsummer \$16 to \$17 trade in choice steers, taking it

as a hunch that last year's \$17 to \$18 market was to be repeated. Now they have been undeceived, realizing, probably, that it is always bad policy to overstay a good market.

However, by reason of lighter storage for winter beef production, both from a numerical and a weight standpoint, the prospect justifies a modicum of optimism, the probability being that the crop of steers recently laid in will pay well for its board. Doubtless the big steer was responsible for most of the trouble that accumulated at the market this year, as at no time were yearlings, or the cheaper grades of light steers, in need of salesmanship. Run into a crop of low-dressing, warmed-up, light and handy-weight steers—which is the direction in which the market is headed—and no seer is needed to tell what will happen. Coolers will be promptly cleared; weight, in combination with quality, will retake possession of the premium; and everything will be jake. If no other certainty exists with respect to the fat-cattle market, one is that whenever big cattle hold the premium they pull everything else wearing a hide along with them.

Everything wearing a hide that has gone out of the stock-cattle market recently is for sale at the earliest possible moment. No cheap-corn scare, such as prompted official advice to lay in cattle a year ago, is on the horizon—and feed is always a factor of major importance. If the faculty of divining feeders' intentions, assumed by certain Washington bureaucrats, is possible, it is a reasonable bet that, instead of holding cattle into the overdone stage this year, feeders will take the short route to the money. If, with the turn of the year, the market acquires a reasonably prosperous stride, calling for light steers in decent flesh, the country will respond. Money talks persuasively.

Industrial conditions must be reckoned with, and a measure of unemployment accepted; otherwise the recent gloom-chasing seances at Washington would not have been held. But the great majority of people will continue to hold down jobs, draw pay, and eat regularly. Possibly instalment-plan buying will recede in volume, the old car will be used another season, and purchase of an up-to-date radio deferred; but, in a gastronomic sense, buying will not be seriously hampered. Less money will find its way into speculative, more into legitimate, channels. The theory that people squander anticipated profits is a fallacy existing only in the disturbed mentality of financial writers.

Accepting the plausible theory that cattle in preparation for the butcher, or the great bulk of them, will be marketed early, at light weight, and in low dressing condition, what will the logical trend of subsequent happenings be? When the average man turns over a drove of steers, without encountering grief in the process, his logical attitude is that of Oliver Twist—he wants more. And when in that receptive mood, his objective point is the stock-cattle alley, or some other place where replacement is possible. Having a little velvet stowed away in his pockets, he is less disposed to haggle about replacement cost than otherwise; also, he will muster sufficient courage to compete with killers on fleshy, light steers; which may not be bad judgment, unless he lets his desire run away with him. Had any considerable number of feeders been in the market for fleshy 800- to 1,000-pound steers during the last ninety days, at least some of the trouble that feeders ran into would have been avoided.

Whatever happens in the 1930 cattle market, it will be different. A different crop of steers is in the preparation stage, under different feeding conditions, and it will not be marketed in the same manner as during 1929. Not only will there be no disposition to carry cattle into long feeds, but that policy will be reversed, which means broad late-winter and spring replacement demand, and should portend a healthier trade in western

cattle—beef or stocker—late in the season. The whole market is at the bend of the road. As to prices, nothing but raw guessing can be done; but, under restricted production, prices should respond as they did during November, whenever killers found difficult picking on short runs. If heavy, long-fed cattle would be placed permanently at the top of the price range, a needed reform would be accomplished; and that is likely to happen. Assumption that present conditions will be permanent is the lamest kind of philosophy; also a common error into which many fall.

The lamb-feeders' winter prospect is somewhat dubious, in view of first cost. Feeders are nervous and disposed to crowd their holdings into the market in underdone condition, which may affect prices adversely until the Colorado movement gets under way. Thereafter supply control and distribution will be more effective; but as long as the tail end of native production is at the market gate, and a lot of western lambs running in corn-fields are due to go at the earliest opportunity, putting a prop under the price-list will be difficult. Many lambs went into the hands of amateur and inexperienced feeders who are anxious to count their money, regardless of the condition of their property. Just why a man will pay a big price for raw material, and immediately thereafter hanker to be rid of it before he has done a decent development job, is one of those profound mysteries that defy solution. Unless something unforeseen happens, the high lamb market—and a high spot always shows up—will occur late in the season. One adverse influence under which lamb-feeders labor is an unreceptive wool market, of which killers take full cognizance when making their daily purchase. The flesh carried by feeding lambs during the past season may have been acquired at a legitimate price, but the wool on their backs was bought high.

NATURAL LAW CANNOT BE ESCAPED

BY JAMES E. POOLE

BETWEEN ABSURDITY DISPENSED IN ALLOPATHIC doses by pseudo-economists, hoakum and bunkum by politicians, and a constant hullabaloo by propagandists with payroll creation ambition, certain more or less infallible natural laws are ignored in the daily, weekly, and monthly publicity cyclone. According to this school of economy, the operation of natural law has been suspended, the throaty politician would "pass a law" to cure every ill to which the body economic is heir, and the propagandist would institute a bureau, with the logical and indispensable payroll. Fake economists are speedily forgotten, and laws go "dead," so far as enforcement is concerned; but once a bureau is created, with the essential appropriation, it endureth forever. Concerning bureaucrats some philosopher has asserted that "few die and none resign."

Natural laws have an insistent habit of assertion. Put off washing day from Monday until later in the week, and the task will have become aggravated when you tackle it. Regardless of what the Federal Reserve Bank System has accomplished, depositors' runs persist, banks close their doors, and delinquent bankers go to the "pen." Certain derided natural laws have recently been operative in the live-stock market and elsewhere.

Usually ignored, the Law of Periodicity or Recurrence is self-assertive. It is a cousin to the law by which production follows price. Because heavy cattle went to a premium last year, many assumed—not wisely, but too well—that conditions had changed; a string on which some of the dopesters have been fiddling lately, only to nurse red-eyed regret on discovering that they had made a bad bet. Recognition of the fact that this law is always operative would have averted

heavy loss. The fact is that the periodical gamble in heavy cattle is a response to the instinct of cupidity. Those who yield to the lure of occasional "big money" are not only undeserving of sympathy, but in need of psychopathic treatment. Also, they constitute a trade nuisance in a combination sense. It may be true that when heavy cattle pay out they do so in a substantial manner, but when, as happens more frequently, they lose, the result is disastrous. As well try to guess the walnut shell under which the little pea is concealed as to figure out what heavy cattle will do.

In other respects the law of periodicity is potent. As headaches follow debauches—alcoholic, financial, industrial, or otherwise—so slumps follow booms. A period of high prices—meaning abnormally high levels—is invariably a prelude to one of depression; and the pendulum has a confirmed habit of swinging from one extreme to the other. This philosophy, of course, does not concern long-period price movements, due to fundamental changes in financial, industrial, or commercial currents, and allowances must always be made for rule exceptions. Black Friday may happen on another day, and the tinge of its somber hue may either be modified or intensified; but it happens, and the man who disregards this fact will find himself riding for a fall.

Delusion that the Law of Supply and Demand no longer affects values gets a jolt at intervals. Its twin brother, Cause and Effect, is also perennially on the job. And a doughty pair they make. The cause of this year's unsatisfactory cattle market was generated in the inflation of 1928—the sequence was irresistible. In homely language, it just had to happen, and did. Those who bucked the game, ignoring inevitable consequence, make a ludicrous spectacle when they squawk.

It is human nature to seek an alibi. Usually the alibi is thin and could be consistently junked. The man who stubs his toe, in a metaphorical sense, rarely admits responsibility. Someone else always "did it."

Down in Tennessee recently, so the story goes, the directors of a mountain school district notified the teacher of an inspection visit on a certain day. During the ordeal the teacher asked one of her apt pupils who signed the Magna Charta. "I don't know," was the response. "I didn't do it, and I don't know who did." Sent to his seat in disgrace, one of the directors remarked: "Call that boy back! I don't like his looks, and I believe he did do it."

It is human nature to impute to the other fellow responsibility for "doing it." Nationalistically, we are goat-getters, and getting the other fellow's goat is a popular pastime. Introspection would convince us—individually, in a group sense, and even nationally—that we create most of the vicissitude we encounter. This is not to be construed as assertion, or even intimation, that such trouble as invaded the cattle industry, especially the feeder phase, could have been avoided; but the blow, or succession of blows, could have been mitigated by recognition of the fact that natural law operates infallibly, and that neither individual, group, community, nor nation can evade it.

Alibi is ingenious and otherwise. In the Stock Yard Exchange Building at Chicago I operate a radio plant as a means of advising the country at frequent intervals during the day of the progress of market events. Naturally it is a Mecca for feeders, shippers, and others of that ilk. One day recently, when the cattle market had taken the same general direction toward the vale of obscurity as the New York stock market, an irate visitor advanced the theory that ex-Secretary Jardine, of the Department of Agriculture, was responsible for his cattle-feeding losses. "How come?" queried a controversial-appearing individual in the group. "Well, last fall he made a radio talk, advising us to feed all the cattle we could get

our hands on, as corn was plentiful and would be cheap enough to burn," was the explanation. "And you loaded up on the strength of a radio talk by a Secretary of Agriculture!" exclaimed the other. "Why, man, that's no alibi! If he knew anything, he wouldn't be Secretary of Agriculture."

Radio-disseminated advice is a common fall-back with the alibi-devisers nowadays. Said one man in the radio room recently: "Between government advice, radio-broadcast admonition, editorial bunk, and emissions by professors, the cattle-feeder gets all muddled up. Between the bunch, he is frequently so befogged that he is unable to exercise his own judgment. I intend to throw the radio receiver out of the window, dump into the waste-basket any mail that is open to suspicion of bearing advice concerning production or marketing, and hoe my own row hereafter. If the disseminators of this brummagem possessed inside stuff, they would probably tuck it away in a fire- and burglar-proof safe, instead of disseminating it."

All of which goes to show that it is hard to tell how far frogs jump from where they sit.

BEEF ON DINING-CARS

RESPONSE TO THE CIRCULAR LETTER TO RAILROADS recently sent out by the American National Live Stock Association and affiliated state organizations, urging them not to neglect beef on their menus, has been prompt and, on the whole, rather gratifying. A total of about fifty replies have been received from the leading transportation companies of the country. Many, if not most, of them contend that, so far from being discriminated against, beef is given a prominent—even a preferred—place in their culinary service, and accompany their statements with tangible evidence in the way of dining and other cards. A large number testify to their interest in the prosperity of the cattleman, and express a willingness to co-operate in any practicable way to stimulate beef consumption.

Below we print brief extracts from the more important of these communications, in alphabetical order:

Atchison, Topeka and Santa Fe Railway System—

"As you may recall, Fred Harvey operates the dining-cars, hotels, and restaurants on the Santa Fe System, and, while I am quite sure no effort has been spared to feature meat foods, I will take pleasure in calling the Harvey management's attention to the joint effort of the American National Live Stock Association and similar associations to better the live-stock situation in this country."

Fred Harvey—

"We endeavor to serve well-balanced meals in good taste, and have always given due prominence to beef cuts in our dining-stations and dining-car service. . . . It might be of interest to know that our fresh-beef bill in the last year exceeded half a million dollars."

Baltimore and Ohio Railroad Company—

"Beef in some form or other is available in practically all our menus, and, in addition, a special sirloin-steak dinner featured. With regard to the use of the lower-priced cuts of beef, we already are using some of these to a limited extent, and consideration will be given to the practicability of making a wider use thereof in various ways."

Buffalo, Rochester and Pittsburgh Railway Company—

"Our meal service is exceedingly small in volume, but we carry quite a varied menu. Beef is the principal meat consumption, and is carried on all of our menus permanently."

Canadian National Railways—

"We use a great deal of beef in all forms. This not only applies to the dining-cars operated by our railway, but also our hotels."

Chesapeake and Ohio Railway Company—

"A review of the menus of our dining-car department discloses that we are featuring beef regularly."

Chicago and Eastern Illinois Railway Company—

"The C. & E. I. has only a limited dining-car service, but we frequently feature roast beef, pot-roast, boiled beef, sirloin of beef, and other cheaper dishes, although we have found that the sale of the latter dishes is extremely light. We are doing everything possible to make use of the cheaper cuts of meats, and we shall be pleased to use more if the sale would warrant it."

Chicago and Northwestern Railway Company—

"You can rest assured that I will continue to show beef, prepared in as many ways as possible, on our menu cards. I might add that we would not be able to operate our dining-cars satisfactorily unless we showed beef in a number of different styles on our menu cards."

Chicago, Burlington & Quincy Railroad Company—

"We have been quite active in our efforts to encourage greater consumption of beef. . . . You can count on our willing and active support in helping to put beef back on the map. We fully realize the importance of the campaign mentioned; for we are alive to the fact that any assistance we may be able to render the cattle industry is bread and butter in our own pockets."

Chicago-Great Western Railroad Company—

"The Great Western uses a very considerable amount of beef, principally in the way of steaks, which are featured on all of our menus, particularly those on which we serve table d'hôte meals. . . . As to the use of the rougher parts of beef, the entrees suggested, such as beef-stew and that sort of thing, my experience on this railroad has been unfortunate in putting this sort of features over. The public, as exemplified by our patronage, refuses to purchase this kind of things; hence I have given it up as a bad job."

Chicago, Milwaukee, St. Paul and Pacific Railroad Company—

"As to our dining-cars, I assure you there has been no purpose or intent on our part to discourage or diminish the consumption of beef. . . . We are interested in seeing that our menus offer a reasonable variety of beef at all times."

Chicago, Rock Island and Pacific Railway Company—

"Inasmuch as we do not restrict the use of beef in any form on our dining-cars, I feel that we are an exception to the general rule. However, I know from experience that there are roads throughout the country which, in an effort to reduce their cost of operation, are encouraging their patrons to use the less expensive dishes. I fully agree with you in all that is said in your letter relative to this important subject, and to assure you that the Rock Island does not feel it is in position to discriminate in any way against the live beef industry. It is our thought to give our patrons whatever service they may desire, with no object in mind to restrict their choice in any way. . . . I also wish to say that our records show that we are using on our dining-cars four times more beef than any other meat used."

Colorado and Southern Railway Company—

"As shown by a few samples of our 'Special Today' slips inclosed, you will notice that our menus are not confined to high-priced steaks, and that our beef dishes are given as much prominence as any other items on our menus."

Delaware, Lackawanna and Western Railroad Company—

"We are, of course, very much interested in the maintenance of your industry in a healthy condition. . . . We not only carry steaks and roast beef, but also such dishes as beef a la mode, old-fashioned beefsteak pie, corned beef and cabbage, beef-stew, roast-beef hash, beef goulash, etc."

Denver and Rio Grande Western Railroad Company—

"Am glad to advise that our road is one of the exceptions to other roads, in that we have not discontinued running beef entrees on our dining-car and eating-house menus. Also, we do use some of the cheaper cuts. . . . While it is true there has been some reduction in the consumption of beef in our eating-houses and dining-cars, due to doctors, medical professors, etc., getting out certain propaganda to cut down the eating of meat, we do not discourage, but rather encourage, the use of same."

Erie Railroad Company—

"In addition to listing steaks on our regular menus, we run 'Specials,' showing the cheaper cuts of beef."

Great Northern Railway Company—

"We will be glad to co-operate with your association in the way of restoring beef in the dining-car and restaurant service."

Illinois Central System—

"We always list sirloin steak on our standard bills. . . . In addition, each of the cars features lower-priced beef in some way on its 'Special Today' slips."

Lehigh Valley Railroad Company—

"There is no absence of beef in our dining-car menus. We list quite a variety of beef dishes."

Louisville & Nashville Railroad Company—

"You can rely upon our full co-operation, and our dining-car superintendent will see that our stewards are properly instructed so as to frequently list the different beef entrees."

Minneapolis, St. Paul & Sault Ste. Marie Railway Company—

"Sixty-five per cent of our meat consumption on our dining-cars is beef."

Minneapolis & St. Louis Railroad Company—

"This company is doing everything possible to promote the use of meats on our dining-cars and railway station restaurants. . . . We shall, however, be glad to give this matter attention and encourage the use of meats, increasing the consumption, if possible to do so."

Missouri-Kansas-Texas Railroad Company—

"I have looked into this matter carefully, and find that the M-K-T is not one of the roads against which you have cause of complaint."

Missouri Pacific Railroad Company—

"I am glad to be able to say to you that our railroad is not one of the roads among which you feel there is a tendency to subordinate beef on dining-car and restaurant menus. We have always encouraged the consumption of beef, prepared in every practicable manner, both on our diners and in our restaurants. We have always served considerably more beef than any other kind of meat, and there has been no change of policy on the part of our company in this respect."

Nashville, Chattanooga & St. Louis Railway—

"I doubt if any line in the South has a greater interest in the movement of packing-house products than the N., C. & St. L., or a more lively concern. I take pleasure in inclosing some specimen menus in use by our dining-car service. They will, I think, show for themselves that beef is not overlooked."

New York Central Lines—

"In so far as this company is concerned, there can be no complaint as to absence of these articles from menus of our dining-cars. Beef in numerous styles is invariably featured—not only the more choice and higher-priced cuts, but the more moderate-priced portions."

New York, New Haven and Hartford Railroad Company—

"There has been no withdrawal of beef from the menus of our dining-cars or restaurants."

Northern Pacific Railway Company—

"I have made a personal examination of our dining-car menu cards for the past season, and find beef dishes appear on all of them, and at prices not disproportionate to the balance of prices charged for dining-car service. I think your association will find that the railroads of the country are fully alive to the necessity of doing everything possible to encourage the live-stock industry, this being particularly true of the western lines, and we are more than glad to carry on our cars and in our lunch-rooms a full stock of the meats which our experience has shown are desired by our patrons. However, our menus must be made up with due regard to the trend of the times, and from the standpoint of the live-stock industry it is regrettably true that the campaign on the part of health experts and others has resulted in a substantial reduction in the volume of meats consumed both in homes and restaurant service. . . . In the

year 1928 we used less than 20 per cent of the beef-ribs used in 1909, but in the higher-priced cuts we used 70 per cent of the amount used in 1909. The figures indicate that, while there has been an enormous shrinkage in both classes of beef, the consumers still show a decided preference for the higher-priced cuts."

Pennsylvania Railroad—

"The dining-cars on the Pennsylvania Railroad are heavy consumers of beef, and, in order to convince you, we give below the amount, in pounds of beef and veal used on our cars from October 1, 1928, to September 30, 1929, inclusive—a period of one year: [There follows a list of meats used, with the quantities.] . . . Further, each year, for the past several years, we have been purchasing from ten to seventeen carloads of beef at the Annual Live Stock Show at Chicago. . . . The dining-cars on the system west of Pittsburgh use approximately one-half of this amount, which makes a total of 826,834 pounds of beef, 2,433 pounds of calf's liver, 29,295 pairs of calf's sweetbreads, and 64,767 pounds of veal, used on the entire system."

Pittsburgh & Lake Erie Railroad Company—

"For your information, I am attaching hereto menu cards which were submitted to patrons yesterday. Your particular attention is directed to the chef's suggestions for the day, as well as other specific suggestions, from which you will note the chef features Swiss steak, while of the twelve general suggestions made for the day, four specifically mention beef in various forms. I am also inclosing a regular a la carte menu, from which you will note that beef is not neglected."

Reading Company—

"So far as our dining-cars are concerned, we have featured beef in many forms to a great extent. . . . We are very glad, indeed, to co-operate with you."

Seaboard Air Line Railway Company—

"The Seaboard sells a far greater quantity of beef in its dining-cars today than it ever has at any similar period."

Southern Pacific Company—

"During the nine months ended September 30, 1929, the Southern Pacific Company's dining-car, hotel, and restaurant department purchased 505,803 pounds of beef and 237,191 pounds of lamb, or a total of 743,094 pounds. During the same period last year we purchased 539,301 pounds of beef and 199,234 pounds of lamb, or a total of 738,535 pounds."

Texas and Pacific Railway Company—

"We are using beef on all of our dining-car and lunch-room menus, the same as we always have. We are featuring sirloin and prime ribs of beef on our dining-cars, and using other cuts at our eating-houses."

Union Pacific System—

"We are featuring beef in our meal service, the same as we have done for a long time past. We are very glad to co-operate with you in the handling of this matter."

Wabash Railway Company—

"On all of our menu cards, covering breakfast, luncheon, and dinner, we show steaks. We also show roast beef, braised beef, pot-roast, corned beef, and other beef dishes regularly."

Western Pacific Railroad Company—

"We are doing all possible to further the use of beef products. Will give you my assurance that above practice will be continued on our diners and in our hotels, and that we will do our part in any effort to advance your industry."

While it is quite true that such menus as have been submitted to us seem to bear out the claim that beef is not being treated unfairly in the meal service of these roads, we cannot rid ourselves of the suspicion that in some cases the exception is made to cloak the rule, and that the cards shown fail to represent a true cross-section of dining-car practices. Another objection which might be raised is that too frequently only the higher-priced cuts—like sirloin and T-bone steaks—are displayed.

But even if taking the replies at their face value, it is

difficult to ignore the many complaints continually reaching us from travelers of the almost total absence of beef on dining-cars, or the excessive prices of such beef dishes as are offered. Few things are so liable to ruffle a cattleman's temper, and lead him to inveigh against his carrier, as having made an unsuccessful trip to market, and then being charged an exorbitant price for a modest beef order on his way home. Average human nature rebels at being bled at both ends at once.

However, we hope that some good will be accomplished from having drawn the attention of the railway companies to this matter. We wish to thank them for the friendly and courteous tone of their response to our criticism, and for their promises of co-operation.

Meanwhile, man's memory being short, we would continue strongly to advise all traveling beef-eaters, looking in vain for their favorite dishes on dining-car bills-of-fare, immediately to register their grudge with the management of the service.

"U. S. CHOICE STEER"

HEREWITH IS SHOWN A PICTURE OF A BEEF hindquarter stamped by the government grader. The stamping is done with a roller applied the whole length of the carcass, and the labels are so close together that each cut will bear one. A harmless vegetable dye is used, and the label need not be removed before cooking.

WE SELL

U.S. Government
Graded and Stamped

BEEF

Look for the
stamp that tells the
grade of the beef

It is the government's
guarantee of quality



U.S. DEPARTMENT OF AGRICULTURE
BUREAU OF AGRICULTURAL ECONOMICS
Washington, D.C.

This service, backing the quality of the beef with a government guarantee, is at present limited to the three top grades, and is available at but eight markets—Boston, New York, Philadelphia, Washington, Chicago, Omaha, Kansas City, and Topeka. The grading is done at the request of the

consumer, who, under the voluntary system now in force, defrays the cost. It is paid for at the rate of \$2 an hour, but is performed so rapidly that the actual expense amounts to only a few cents a carcass.

An appropriation will be asked at the current session of Congress to put the service on a free basis and to extend its scope. Especially do we deem it important at this stage that the number of cities where graders are stationed be increased. It stands to reason that not until the public generally is made acquainted with the fact that such a service exists will requests for the label become sufficiently numerous to justify its continuance. In this case supply must precede demand. This can best be accomplished by displaying labeled cuts in retail shops throughout the country, and having the retailer point out the advantages of the guarantee to his customers. The co-operation of retailers has been promised through action of their national organization, as told in last month's PRODUCER.

Once this reform has become established in the public consciousness, it is our conviction that it will be accepted as much as a matter of course as the government guarantee against food adulteration is now.

QUICK FREEZING OF MEAT

WHAT IS HERALDED AS "THE MOST REVOLUTIONARY transition in food-merchandising since the advent of canned goods" appears to be rapidly taking definite shape. The application of the quick-freezing process to the preservation of fresh meat cuts, to be sold in packaged form ready to be cooked, has now reached a stage of development where one of the large packers is said to be installing machinery for putting the product on the market, and other organizations are preparing to follow suit, according to E. L. Thomas, of the Foodstuffs Division of the Department of Commerce.

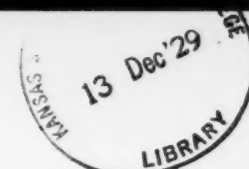
In contrast to the present method of shipping whole carcasses in refrigerated cars, to be cut up by the retailer, the new process necessitates the division of the carcass into individual cuts the moment the body heat has left the slaughtered animal. The fresh cuts are then incased in a closely fitting, air-tight wrapping and fed into a freezing-chamber, where they are drawn slowly on a metal belt device and chilled at a temperature of about 50 degrees below zero. This chilling operation, though effected in a remarkably short time, so thoroughly permeates the meat that the frozen cut emerges like a solid block. Its weight, however, is unchanged, and its flavor, texture, and appearance are exactly the same as before the freezing, no damage whatever being done to the cell structure.

The cost of quick-freezing meat has been estimated at 1 to 2 cents a pound, but it is claimed that the amount realized by the packers from the waste and offal will offset this difference. It is probable, too, according to Mr. Thomas, that a saving in transportation may be effected.

At the recent convention of the Institute of American Meat Packers in Chicago much interest was displayed in the subject of packaged meat, and it seemed evident that the industry was on the verge of entering a new field.

European Meat Imports Declining

To what extent Europe is progressively becoming less dependent upon the consumption of foreign meats is seen from the following figures, giving total meat imports (in tons) for the years 1923-28: 1923, 223,000; 1924, 476,800; 1925, 429,100; 1926, 316,800; 1927, 296,567; 1928, 203,284.



PLEA FOR IGNORING FALSE HIDE PROPAGANDA

ELEVEN NATIONAL FARM ORGANIZATIONS ON November 4 joined in an appeal to all members of the United States Senate to pay no heed to the propaganda being circulated against the proposed tariff on hides.

"Two or three tanners, and a comparatively small element of the shoe-manufacturers, are making a desperate effort to continue their twenty-three-year-old special privilege and keep hides on the free list, at the expense of agriculture," says the communication.

"The hide is not one of the important price-determining factors in the price charged the consumer for shoes, and the estimates as to the effect of a duty on consumers are gross exaggerations. There is an average of only 3½ pounds of raw hides used in manufacturing a pair of shoes. In April, 1929, hides were selling 40 per cent below the price obtaining in April, 1928, but there was no change in the retail price of shoes. The shoe-manufacturers who are for free hides sell an 'advertised price' shoe, and make additional profits when hides 'strike bottom,' as they did last spring. . . .

"The low price that has prevailed for hides most of the time in recent years, taken in connection with the high price prevailing for cattle, means that the consumer of beef has to stand almost the whole burden of the price paid for the live animal. . . . Duties on hides that would bring their relationship to the value of the live animal back to somewhere near that which prevailed twenty years ago, when there was a duty on hides, would benefit both producer and consumer. . . .

"Free hides, by virtue of excessive imports, so depress prices in this country that farmers and ranchers, as well as butchers and small packers, often find their take-off hardly worth the trouble and expense incurred. A duty would give packer-tanners no advantage, as the value of their take-off would be increased in the same proportion as hides purchased by importers. It would mean full utilization of hides produced in this country, and consequently decreased imports."

A specific duty of 6 cents a pound on green hides and 10 cents a pound on dry hides is urged.

Signatories to the petition are the American National Live Stock Association, the Texas and Southwestern Cattle Raisers' Association, the National Live Stock Producers' Association, the American Farm Bureau Federation, the National Co-operative Milk Producers' Federation, the National Dairy Union, and five other organizations.

KANSAS EXECUTIVE COMMITTEE PASSES RESOLUTIONS

AT A WELL-ATTENDED MEETING OF THE EXECUTIVE committee of the Kansas Live Stock Association, held at Wichita on November 12, on the occasion of the Kansas National Live Stock Show, C. B. Denman, who represents the live-stock industry on the Federal Farm Board, explained the principles and policies under which the board operates, making it clear that, in order to share in the benefits offered by the board, it was necessary for individual producers to become identified with a co-operative organization. The following resolutions were passed:

Resolution No. 1:

"WHEREAS, A stabilized live-stock industry is indispensable to a prosperous agriculture, and it is most important that live stock and its products, including hides and wool, be accorded equal consideration with the products of other industries; be it

"Resolved, That the executive committee of the Kansas Live Stock Association hereby indorses those tariff schedules agreed upon by the farm organizations which met recently in Washington, and which include a duty of 6 cents per pound on fresh meats and \$2 to \$2.50 per 100 pounds on live cattle."

[The "\$2 and \$2.50 per 100 pounds on live cattle" we take

to be due to a typographical error. The request of the farm organizations to which reference is made, and which bears the signature of Secretary J. H. Mercer for the Kansas Live Stock Association, was for a duty of \$3 per 100 pounds of cattle weighing under 700 pounds and \$4 on cattle weighing more. Later, at the Denver conference, which Mr. Mercer attended, these rates were changed to \$2.50 and \$3, respectively.—EDITOR.]

Resolution No. 2:

"WHEREAS, The cattle industry of this nation has for many years been denied protection on hides, which is not in accord with our national policy; and

"WHEREAS, Hides constitute the most important by-product of the cattle industry, and the value of hides is an important factor in determining cattle values; and

"WHEREAS, Every beef-producer and dairyman is directly benefited by an adequate duty on hides; be it

"Resolved, That we urgently request Congress to place hides upon the dutiable list and establish those tariff schedules which have been approved and recommended by the live-stock organizations of the country, and which are 6 cents per pound on green hides and 10 cents per pound on dry hides."

Resolution No. 3 protests against certain uncomplimentary terms applied by Senator Moses, of New Hampshire, to western representatives in Congress.

TEXAS EXECUTIVE COMMITTEE MEETS

AT THE FIRST MEETING OF THE OFFICERS AND executive committee of the Texas and Southwestern Cattle Raisers' Association since the Houston convention last spring, held in Fort Worth on October 4, new members to the number of 391 were enrolled. Secretary E. B. Spiller reported on the tariff situation in Washington, in which he has been active on behalf of the Texas association, in close co-operation with the American National Live Stock Association.

A committee of five was appointed to represent the association in any recommendation it might be asked to make in connection with the naming of an advisory committee to represent the live-stock industry under the Agricultural Marketing Act. The Tick Eradication Act of 1929 was indorsed in a resolution, and the State Highway Commission was memorialized to keep the highways free of grass and weeds, in order to lessen the fire hazard.

TWENTY-FIVE CENTS A CAR FAVORED FOR MEAT CAMPAIGN

AN ASSESSMENT OF 25 CENTS A CAR OF ALL LIVE stock sold, and a pro-rata amount on truck shipments, to be used for meat-advertising purposes, were recommended at the meeting of the Interstate Live Stock Producers' Committee in Omaha on November 8. This organization was formed at Omaha last summer, with a membership of producers and feeders from eight western states, for the purpose of promoting the consumption of meat, in co-operation with the National Live Stock and Meat Board. Harry Hopley, of Atlantic, Iowa, is president, and O. O. Waggener, of Lincoln, Nebraska, secretary.

It was urged that producers selling direct to purchasers remit direct to the Meat Board. February 1, 1930, was suggested as the date for the new plan of financing to go into effect.

The plan will now be submitted to the various state associations. Final action is expected to be taken at the convention of the American National Live Stock Association in January.

A resolution was unanimously adopted favoring modification of the Consent Decree, giving packers the right to sell meat at retail, and to handle related lines.

WOOL-SELLING AGENCY ORGANIZED

ON NOVEMBER 19, AT SAN ANGELO, TEXAS, THE National Wool Marketing Association—the new nationwide co-operative selling agency organized to work with the Federal Farm Board—came into definite existence with the election of its first set of officers. L. B. Palmer, of Pataskala, Ohio, vice-president of the National Wool Growers' Association, who presided at the meeting of the organization committee of fifteen, was chosen president; Roger Gillis, of Del Rio, Texas, vice-president; and J. B. Wilson, of McKinley, Wyoming, secretary-treasurer.

Capital stock of the organization is to be \$1,000,000 (instead of \$500,000, as at first suggested), on the basis of 10,000 shares, with a par value of \$100, to be subscribed through the state units holding membership in the National Wool Growers' Association. There will be no official connection, however, between the selling organization and the growers' association, beyond the fact that state members of the latter will be invited to join the selling units, and that individual members of the state groups will be asked to pledge their wool through their respective state bodies.

Articles of federation and by-laws have been drafted, and it is proposed to obtain a charter in Delaware. Headquarters probably will be established at Boston.

The full plan of organization was discussed at the convention of the National Wool Growers' Association in San Angelo, November 20-22.

FARM BOARD TO SECURE INFORMATION ON FOREIGN CONDITIONS

IN LINE WITH ITS POLICY OF AVAILING ITSELF, wherever possible, of the services of existing government agencies, the Federal Farm Board has requested the Secretary of Agriculture, who is ex officio member of the board, to indicate to the Bureau of Agricultural Economics the need of promptly enlarging its crop-reporting and agricultural-outlook service in the foreign field. To bring about the desired extension, new legislation, with additional appropriations, would be needed, a request for which will be supported by the board. It is further proposed to co-ordinate the work of the Department of Agriculture and the Department of Commerce in the collection of foreign agricultural information.

Until the necessary funds can be obtained from Congress, the board has expressed its willingness to carry the additional expense.

CONSENT DECREE HEARING POSTPONED

UPON AGREEMENT AMONG THE PARTIES CONCERNED, a further postponement of the hearing in the Packers' Consent Decree case has been granted by the Supreme Court of the District of Columbia. The hearing, originally set for October 2, then put off until November 6, and later until November 14, has now been fixed for December 19. The order also extends to the same date the time for the government to file its answer to the packers' petition for modification of the decree.

OCTOBER FAVORABLE FOR CORN

OCTOBER ADDED 93,000,000 BUSHEL TO THE corn-crop forecast for the United States, according to the report issued by the Department of Agriculture on November 11. A harvest of 2,621,000,000 bushels is now predicted, against 2,528,000,000 a month earlier and a yield of 2,836,000,000 in 1928. This represents 26.7 bushels per acre, compared with 28.2 last year and a ten-year average of 27.8. No material changes occurred during the month in the other fodder crops.

Canada's wheat production for the current season is given as 294,000,000 bushels, against 567,000,000 in 1928. The world's estimated wheat crop, outside of Russia and China, is 3,400,000,000 bushels, compared with 3,900,000,000 in 1928.

Last year the combined wheat crop of Argentina and Australia was about 450,000,000 bushels. This year, owing to droughts in both of these countries, it is estimated that it will be not much more than 350,000,000 bushels.

NEBRASKA CATTLE VALUATION HELD VOID

AN ADVANCE OF 10 PER CENT IN THE TAX VALUATION of cattle has been declared void by the Supreme Court of Nebraska. The order, says the court, was entered by the State Board of Equalization without notice to the counties making the return, and without sufficient opportunity to be heard. Furthermore, the board had called no witnesses, nor considered any testimony.

LAMONT HEADS HEREFORD BREEDERS

AT THE ANNUAL MEETING OF THE AMERICAN Hereford Cattle Breeders' Association in Kansas City, Missouri, November 19, R. P. Lamont, Jr., son of the Secretary of Commerce and owner of a large Hereford ranch at Larkspur, Colorado, was chosen president for the coming year. W. T. Montgomery, of San Antonio, Texas, was elected vice-president; R. T. Kinzer, of Kansas City, secretary; and E. F. Swinney, also of Kansas City, treasurer.

THE CALENDAR

- December 13-14, 1929—Annual Convention of California Cattle-men's Association and Western Cattle Marketing Association, San Francisco, Cal.
- December 19-20, 1929—Annual Convention of Colorado Stock Growers' Association, Denver, Colo.
- January 11-16, 1930—Ogden Live Stock Show, Ogden, Utah.
- January 16-18, 1930—Thirty-third Annual Convention of American National Live Stock Association, Denver, Colo.
- January 18-25, 1930—National Western Stock Show, Denver, Colo.
- January 23-24, 1930—Annual Convention of Montana Wool Growers' Association, Helena, Mont.
- February 11-12, 1930—Annual Convention of Arizona Cattle Growers' Association, Nogales, Ariz.
- March 3-5, 1930—Annual Convention of Panhandle Live Stock Association, Amarillo, Tex.
- March 9-15, 1930—Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.
- March 17-23, 1930—Southwest American Live Stock Show, Oklahoma City, Okla.
- March 18-20, 1930—Annual Convention of Texas and Southwestern Cattle Raisers' Association, San Angelo, Tex.

"Keep her coming! She is good. I think THE PRODUCER is one of the most interesting stock papers published anywhere in the world."—J. M. ALLISON, Melbourne, Australia.

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F. E. MOLLIN - - - *Managing Editor*
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Volume XI DECEMBER, 1929 Number 7

THE DENVER CONVENTION

DENVER, COLO., December 2, 1929.

To Members of the American National Live Stock Association, Affiliated Organizations, and Stockmen Generally:

The Thirty-third Annual Convention of the American National Live Stock Association will be held in the Convention Hall of the Brown Palace Hotel, Denver, January 16, 17, and 18, 1930; the opening session to be called to order at 10 o'clock A. M., Thursday, January 16.

Congress is in session, and there will be many bills introduced affecting the national forests, grazing rights on the public domain, Mexican immigration, grading of farm and live-stock products, amendments to the Packers and Stock-Yards Act, etc. It is not likely that the tariff bill will have been completed before our meeting. All these matters should be given careful consideration, and the majority should rule as to any action to be taken.

It is hoped that a plan for more adequately financing the National Live Stock and Meat Board and of providing for expansion of the beef-demonstration work, now being carried on as a separate project, may be approved and soon put into effect. A beef-cutting demonstration will be held Friday afternoon, to show stockmen how effectually their contributions are being expended. In this connection, there is renewed interest in the subject of beef-grading, and some plan should be devised that will provide for uniform grades, with or without private brands, at a minimum of expense. In no other way can full success reward the efforts now being put forth.

The question of the activities of the Federal Farm Board in relation to the live-stock industry will be fully discussed. With the facilities at the disposal of the board, a comprehensive survey of the whole marketing situation might be of great value and help clear up some of the uncertainties now existing.

The recent financial crisis, its effect on live-stock markets this fall, and many other matters of current interest will come up for full discussion.

The program has not as yet been fully arranged, but speakers of national prominence will touch on the most important subjects, including Assistant Secretary of the Interior Dixon; C. B. Denman, live-stock representative on the Federal Farm Board; J. H. Mercer, secretary of the Kansas Live Stock Association; and J. S. Pyeatt, president of the Denver and Rio Grande Railroad Company.

Reduced rates are being arranged for all the western, southwestern, and mountain territory. From the Pacific coast states winter tourist rates will be in effect, or local tickets may be bought to the nearest town in adjacent territory where special rates apply, whichever is the cheaper. The Denver Stock Show immediately follows the convention. Rates to the show may vary slightly from ours; also the selling dates. Be sure to get the cheapest rate authorized.

It is eleven years since the Association has met in Denver. Come and take an active part

in the deliberations. The Cosmopolitan and Shirley-Savoy Hotels form a triangle with the Brown Palace Hotel. Other hotels are not far off. Make your reservations early.

VICTOR CULBERSON,
President.

F. E. MOLLIN,
Secretary.

PIG IRON vs. MANGANESE

THERE HAS BEEN A GREAT DEAL OF CONFUSION in the minds of the people at large as to just what has been the trouble with the tariff bill. With the Republicans in the Senate divided into three major groups—the “Old Guard,” the “Young Guard,” and the “Insurgents”—to say nothing of various minor groups, the attempt to pin the blame on each one of them in turn, or on the Democrats, has been a regular game of tag.

It seems to THE PRODUCER that a study of the vote on the two items mentioned in the title of this article helps greatly to clear up the matter.

The original duty on pig iron in the existing law was 75 cents a ton. Under the flexible provision of the tariff, President Coolidge increased it the full possible 50 per cent to \$1.12½ per ton. The House left it at this figure, while the Senate Finance Committee increased it to \$1.50 per ton. On November 6, by a vote of 48 to 30, the Senate lowered the duty to 75 cents a ton. Nineteen Republicans (mostly of the “Insurgent” group) and 29 Democrats combined to do this, against 26 Republicans and 4 Democrats.

Had the vote been to restore the existing rate of \$1.12½, as approved by the House, it is quite likely that more of the “Young Guard” would have voted with the “Insurgents.”

The duty on manganese in the existing law is 1 cent a pound, with ores containing less than 30 per cent metallic manganese admitted free. The House made no change in either rate or metallic content. The Senate Finance Committee bill placed all manganese ores on the free list, but it was openly charged that in so doing it reversed itself, having first gone on record in favor of the present duty, extended to include ores containing 10 per cent or more metallic content. It was further charged that this reversal was due to the fact (heralded in the press of the country) that the United States Steel Corporation had just closed a five-year contract to get from 80,000 to 100,000 tons of manganese annually from Soviet Russia. On November 7, by an overwhelming vote of 60 to 18, the Senate restored the 1-cent rate and extended it to ores of 10 per cent or more metallic content.

Twenty-nine Republicans and 31 Democrats combined to accomplish this, against 16 Republicans and 2 Democrats. Practically all of the 16 Republicans are of the “Old Guard” from the extreme eastern states.

It has always been supposed that these men were for protection to the nth degree, provided always their section of the country got a little the best of it, but it now appears that, as between a duty on manganese, which will benefit many western and southern states, and free manganese, which will benefit the United States Steel Corporation, the latter wins their vote.

The “Old Guard” was ready to quit and declare the bill dead when its shaping was taken out of their hands. To the credit of the “Young Guard” be it said that they refused to concur in this belief, and are pushing ahead with the “Insurgents” and the Democrats, though not always voting with them, to insure the bill’s final passage.

It is high time that our tariff bills were written with an eye to the welfare of the whole country, and not that of a particular section. Otherwise the work of the committees is practically thrown away, as in this case, necessitating the slow, laborious process of rewriting the bill on the floor of the Senate. Before this can be accomplished, it is necessary that the members of the committees empowered to draft such legislation should come from all sections of the country. The Senate Finance Committee, which voted to increase the duty on pig iron and put manganese on the free list, had one man each from Pennsylvania, New Jersey, Vermont, New Hampshire, and Connecticut, but not a man from Wisconsin, Iowa, Minnesota, Nebraska, Kansas, North Dakota, South Dakota, Montana, Idaho, Washington, or Oregon. That great north-western territory is as much entitled to representation in writing a bill to adjust agricultural rates to a parity with those of industry as the rock-ribbed and rock-bottomed “agricultural” states of the East, where they plant their beans with a shotgun.

CONCLUDING ARGUMENTS IN FREIGHT-RATE CASE

THE FAMOUS LIVE-STOCK FREIGHT-RATE case, under the Hoch-Smith Resolution, is drawing to a close. Final arguments have been made before the full membership of the Interstate Commerce Commission, and the material is now being sifted and weighed preliminary to a decision. When it is recalled that on January 30 it will be five years since Congress directed the commission, as a matter of urgent relief, “with the least practicable delay” to effect reductions in freight rates on agricultural products, “including live stock,” it will be seen that stock-

men have been furnished another object-lesson in the virtues of patience.

A summary of the findings of the examiners was printed in the June PRODUCER. We were told in these findings that the period intervening since the Hoch-Smith Resolution was passed had brought substantial, though not quite complete, recovery to a depressed industry, and, as a hint of what was to come, that "live stock in much of the Western District is not at present bearing its fair share of the transportation burden." Rates were then recommended which "will do no more than meet these minimum requirements."

On October 1 to 5, oral arguments were delivered before the commission at Washington. Spokesmen for producers, the markets, state railway commissions, carriers, and security-holders were heard. The American National Live Stock Association was represented by Charles E. Blaine, its traffic counsel.

Mr. Blaine reviewed the whole rate situation, especially that in the territory covered by the association. He followed in the main the lines laid down by Cowan and Tomlinson, who during the last years of their lives devoted much time and thought to this case, and to whom he paid fitting tribute. He stressed the point that what western producers wanted was rates which showed a general reduction under present schedules, both on long and on short hauls. As an instance of unfair adjustment, he mentioned the fact that, under the scale proposed by the examiners, Montana shippers would be assessed a net increase of \$33.75 per car to Chicago, \$9.36 to Omaha, and \$5.81 to St. Paul, and that, on the basis of the 1928 volume of shipments, they would be forced to pay an excess of \$197,000 in annual freight. Not only was the Chicago rate seriously out of line with rates to other points, he demonstrated, but the entire structure built up by the examiners rested on a false foundation.

Considerable time was given by Mr. Blaine to a discussion of the rates prescribed in the California-Arizona case, brought by the American National Live Stock Association years ago, which the commission had had before it three times already. This scale had been very helpful to Tomlinson in working out his proposed rates in the present case. It appeared, said Mr. Blaine, that a misapprehension existed in the minds of the examiners with respect to this scale, and that to this fact were due many of the objectionable features in their report.

Exceptions filed by Mr. Blaine to the report may be summarized thus: (1) objection to the volume of the rates; (2) to the varying minima on fat cattle and hogs; (3) to rates on stockers and feeders exceeding 75 per cent of those on fat cattle; (4) to the recommendation that rates on feeders shall not apply to markets; (5) to the proposed method of computing distances; (6) to the recommendation that transit privileges of sorting and grading at public markets, and shipping to points beyond on the basis of the through rate, shall not be extended to markets other than Denver, where such privileges are now in effect; (7) to the failure to include bedding in the freight rates, as is now done in intrastate traffic in Texas.

Some divergence of opinion developed among representatives of the various markets, the Missouri River and St. Paul markets holding out for lower rates for short hauls and concentration of hogs at public markets. In this controversy producers' representatives did not feel called upon to mix, adhering for the most part to the relative rates contained in the scale as previously recommended. Attorneys for the carriers

had composed their differences beforehand and, as usual, acted with admirable unity in their contention that rates should be raised all around.

Besides Mr. Blaine, the following spoke for producers: H. W. Prickett and F. R. Marshall, for the National Wool Growers' Association; John Curry, for the Western Cattle Marketing Association; A. M. Geary, for the Pacific Northwest; J. H. Mercer, for the Kansas Live Stock Association; and F. S. Jackson, for the American Farm Bureau Federation, the National Grange, the National Live Stock Producers' Association, and the Farmers' Union. Mr. Jackson declared that the short-haul rates proposed would be very detrimental to shippers.

Nothing definite is known as to when a decision may be expected, but an impression prevails that it will be some time early next spring. Hopes are indulged in that it will be more favorable to shippers than the examiners' report.

ALL PULLING TOGETHER FOR PROSPERITY

CONVINCED THAT THE BUSINESS LIFE OF the nation remains essentially sound, in spite of the stock-market debacle and other untoward incidents, President Hoover, with characteristic energy, has set about fortifying the faith of his countrymen. In a series of conferences with leaders in the various fields of activity, he has not only inspired them with some of his own confidence, but has received promises that the utmost will be done to stimulate industry and keep it at a high level during the coming months.

A pledge has been given by most of those appealed to that there will be no lowering of wages this winter, nor of the number of men employed; Henry Ford outbidding his fellows by volunteering the offer of an increase. Labor, in turn, has assured Mr. Hoover that no demands will be made for wage advances. New construction involving the expenditure of a billion dollars is contemplated by the major railway lines. The American Telephone and Telegraph Company announces that it intends to spend \$600,000,000 on improvements next year. Representatives of a dozen other large industries have outlined plans for a period of maximum effort. Governors of many states have given their word that they will push pending public works. The national administration itself is going to contribute its share. A tax cut of \$160,000,000 has been projected, and an increase from \$75,000,000 to \$125,000,000 in federal appropriations for aid to state highways will be sought from Congress. A temporary advisory committee has been named, with Julius Barnes, chairman of the board of the United States Chamber of Commerce, at its head, which will start a nation-wide survey of building projects and industrial development that can be advanced.

tageously undertaken. To help the movement along, the Federal Reserve Board has approved a reduction of the rediscount rate. It is the expectation that the golden stream which has been pouring into Wall Street will now be diverted into more productive channels.

Even agriculture was called into consultation—perhaps more with a view to instilling new hope than to inducing it to add its voice to the prosperity chorus. With the Farm Board in active operation, and more equitable tariff rates in the offing, Mr. Hoover evidently feels that there is no reason why the farmer, too, should not share in the general uplift.

Already a better tone in trade reports may be noticed, testifying to the infectious power of enthusiasm. It takes a constructive mind of the highest order even to conceive the idea of uniting all the divergent forces in the community in work toward a common goal. When the response is so quick and unquestioning as in this case, we have another proof of the readiness with which the average man responds to forceful leadership.

STOCK SHOWS

THESE FALL AND EARLY WINTER MONTHS are punctuated with live-stock shows. More and more communities are having their eyes opened to the educational value of bringing together for yearly review the fruits of the planning and the labor of leaders in the industry. Here they gather, old and young, from the farms and ranches, to be inoculated with the serum of emulation. From here they return, father and son, with the ambition to perfect their own methods of breeding and feeding in the production of an ever better grade of animal.

Chicago, of course, with its magnificent International, remains the home of the classic event in the live-stock world. But Kansas City, Denver, and Portland are rapidly forging to the front in both quality of stock and size of crowds. And such newcomers in the field as Omaha and El Paso, Los Angeles and San Francisco, testify to the growing interest in these annual stock-takings. Everywhere progress is recorded. The time is now near at hand when no stockman can plead lack of time as an excuse for not visiting at least one exhibition a year. Complementing the bigger shows, state and neighborhood fairs are offering the opportunity to all.

And what if these shows, as has been complained, do not pay out in direct returns of dollars and cents? The goal is farther afield, though no less definite. Their justification lies in the influence they exert. They are designed as the rounding-out and capstone of a great system to which the best men in the industry

have given freely of their brain and brawn, but which should extend its ramifications down through the ranks of all who have to do with the raising of live stock. Their value is not to be measured by immediate results, but in the knowledge and inspiration that will ripen into future achievement. Viewed from this angle, the investment should bring dividends.

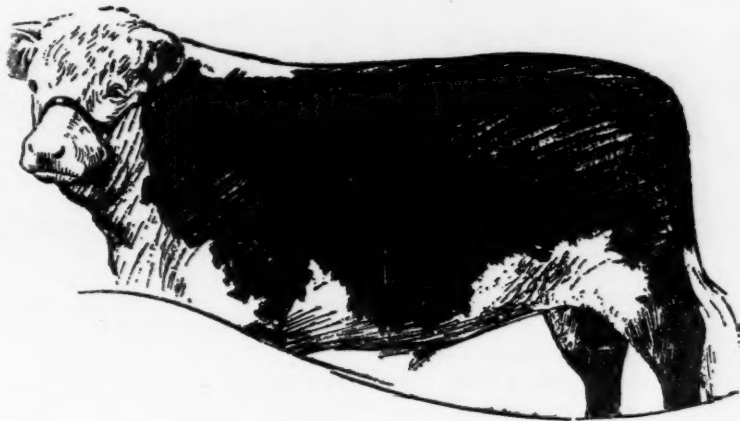
It is easy enough, certainly, to draw false conclusions from the extraordinary reward waiting on extraordinary effort. That a grand-champion steer, for instance, should sell to a packer, or a hotel, or a railroad commissary department for a dollar or better a pound is no more a fair criterion of consumer demand or normal market values than a single highly trained scientist is a reflection of the general educational level of his country. These things are the exception and have nothing to do with the rule. Beyond the honor due the skill of the producer, the emolument to which he is abundantly entitled, and the advertising possibilities that such a blue-ribbon prize-winner may possess to those who can preen themselves on having acquired it, it has little merit as a standard by which to gauge the market value of either the live animal or its meat. There will always be a few who can indulge a taste for three-dollar steaks. To the "mine run" of humanity, alas, they are taboo.

It is as teachers and inspirers alone that stock shows should be judged—as the centers from which wholesome influences may spread in ever-widening circles, until the whole territory within their radius becomes permeated with an ambition to go home and do likewise. They present targets to be aimed at, rather than photographs of conditions as they are.

STATES' SHARE IN RECEIPTS FROM NATIONAL FORESTS

MORE THAN \$1,600,000 WILL BE PAID OUT TO thirty states by the federal government as their share of receipts from the national forests lying within their borders for the fiscal year ending June 30, 1929. This sum represents in excess of 25 per cent of the gross receipts of the forests for the year. The bulk of it, of course, goes to the West. The following table shows the amounts to be distributed to western range states:

Alaska	\$ 20,628.89
Arizona	133,049.37
California	356,606.10
Colorado	124,715.29
Idaho	156,928.12
Montana	65,968.89
Nebraska	2,396.21
Nevada	23,130.77
New Mexico	35,718.97
Oklahoma	1,142.24
Oregon	265,025.97
South Dakota	42,988.27
Utah	51,287.05
Washington	167,779.28
Wyoming	74,459.40



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HIGH PROTEIN
SWEET LASSY
Heavy Concentrated Molasses Feed
For **CATTLE** And **SHEEP**

"High Protein Sweet Lassy" is a new feed that has just been offered to the feeders.

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It has all the good qualities of the regular Sweet Lassy. It is easy to feed, does not waste or spoil, and does not cake. It is made in the same convenient Nut Size Form.

In addition to these qualities, it is high in Protein and Fat.

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DENVER

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THE STOCKMEN'S EXCHANGE

THE HIDE DUTY

The subjoined circular letter—one among many—has been addressed by Milton S. Florsheim, of the Florsheim Shoe Company, Chicago, to supposed sympathizers in his fight against a duty on hides. The misstatements which it contains are typical of the propaganda indulged in by the shoe people:

"CHICAGO, ILL., October 29, 1929.

"GENTLEMEN:

"If the proposed tariff bill now before the Senate is passed, there will be levied against hides and skins a duty of 10 per cent; against finished leather, from 12 to 17½ per cent; and on shoes, 20 per cent.

"If this bill is passed, it means a huge advance in the cost of shoes. The factory price to you will advance, and your price to the consumer must substantially advance. There will be a pyramiding of prices, which will create buyers' resistance and general dissatisfaction throughout the country.

"A 10 per cent duty on hides and skins is approximately 60 cents per animal. Is it reasonable to suppose that the farmer will get the 60 cents? Is it not true that the buyer of the cattle, who kills the cattle and gets the hide—the packer—will get the 60 cents per animal, and not the farmer? Even if the farmer received the entire 60 cents, would he not give it back in the increased cost of shoes and other things made of leather which he and his family use? He would just be 'swapping' dollars.

"To justify this kind of legislation, it is captioned 'farm relief,' which is used as a 'smoke-screen' for the real reason. It is not farm relief—it is 'bunking' the farmer and 'milking' the entire consuming public of millions of dollars per annum.

"If you agree with the writer—and he has investigated and knows the situation—and you want to help *stop this huge increase in the price of shoes*, then write your senators a letter the day you receive this, and ask them to vote against dutiable hides; and, to be consistent, tell them to put leather and shoes on the free list. In other words, if they leave the hide, leather, and shoe schedule as it is in the present bill, the country as well as the farmers will be far better off than they would be with the proposed bill.

"MILTON S. FLORSHEIM."

A copy came into the hands of Secretary Mollin, who forwarded it to Hubbard Russell, of Los Angeles, California, vice-president of the American National Live Stock Association. Mr. Russell comments as follows:

"LOS ANGELES, CAL., November 22, 1929.

"DEAR MR. MOLLIN:

"I have received, particularly during the last year and periodically, long briefs and pleadings on the hide-tariff subject, all signed by Milton S. Florsheim, of the Florsheim Shoe Company. I have long since written to Florsheim, trying to point out to him the absurdity of his propaganda. His answers to my letters were even more unreasonable than the propaganda letters referred to; so I decided to do all possible to expose Florsheim as a man of the most unfair mind, and to suggest to all whom I could possibly reach that Florsheim shoes should be boycotted.

"Therefore, I suggest that you publish in THE PRODUCER the inclosed Florsheim letter, and that you, as secretary of the American National Live Stock Association, through the

medium of THE PRODUCER and at your conventions make it a point to put over a boycott of the Florsheim shoe.

"HUBBARD RUSSELL."

Illuminating certain points in this propaganda, we append the following:

The brief filed by Mr. Florsheim with the Senate Finance Committee contained the signatures of ten other concerns. He stated (page 488, Schedule 15, committee hearings) that this group represented "between 30 and 36 per cent" of the total shoe production of this country.

On page 491 the following dialogue occurred:

"Senator Thomas (of Oklahoma): I will quote some figures that I have, to see whether they are correct. For 1926 I have figures before me showing that you reported to the New York Stock Exchange a net profit of \$2,384,505. Is that approximately correct?

"Mr. Florsheim: Yes, sir.

"Senator Thomas: And in 1927 you reported approximately \$2,273,250 profit. That is approximately correct, is it?

"Mr. Florsheim: I think so.

"Senator Thomas: And in 1928 you reported an approximate profit of \$2,240,482?

"Mr. Florsheim: Yes, sir.

"Senator Thomas: The figures I have show that in 1927 your net profit upon the invested capital amounted to 21.52 per cent, and in 1928 it was 22.53 per cent. Are those profits approximately correct?

"Mr. Florsheim: I think so."

On page 492 Mr. Florsheim stated:

"I am talking for a group of shoe-manufacturers who are equally as successful as we are."

Most of our stockmen have to be content if they make 21½ to 22½ per cent in five years instead of in one, and some 65 per cent in a lifetime instead of in three years; but they do not go out of their way to keep other industries from prospering.

This group of shoe-manufacturers and the United States Leather Company—a very small minority of the tanning industry—are the ones that are making the fight for free hides. Study the figures of profits shown above, and the reason is plain.

COMMITTEE ON MEAT BOARD FINANCING GETTING READY TO REPORT

COLORADO SPRINGS, COLO., December 2, 1929.

TO THE PRODUCER:

It has often occurred to me that we stockmen can so easily add to the interest in THE PRODUCER by frequent communications to the "Stockmen's Exchange" page.

I wish you would sign up Mr. Brite as a regular contributor. When he says anything about handling a bunch of cows, we may all, with profit, sit up and take notice.

Mr. Culberson's story in the last issue was very interesting. Sometimes I have difficulty in analyzing Zane Grey's western lingo, but I did not have a bit of trouble with Vic's language. And, considering the wonderful ranch and the wonderful herd of Hereford cattle Vic has down there, he was really very modest when writing about them.

We of Colorado are hoping for a big attendance at the Denver convention in January, and that the men will bring their wives along. You know it has come to be a habit, when determining whether a cowman is still hard up, to observe whether he takes his wife anywhere or not. So you boys who are still listed among the borrowing customers would also better bring your wives along. Maybe we can fool the bankers. I am going to take mine.

At our October meeting the writer was appointed a member of a committee to report in January a plan for providing funds for the Live Stock and Meat Board work. We will make a definite report. In the meantime I hope every member will be giving this matter serious study, and be ready to discuss it and act upon it. I think we are all convinced of the very great value of the Meat Board activities to our industry.

FIELD BOHART.

ARE YOU BREEDING CATTALOES?

SENECA, ORE., November 23, 1929.

TO THE PRODUCER:

As we are raising cattaloos on our ranch near Colville, Washington, I am interested in knowing what other people have done along this line.

As far as we can learn, we have the only male offspring from a bison bull and a domestic cow alive in the world at this time. It was born February 8, 1929, and weighs about 700 pounds at the present time. We also had a heifer calf born November 14, 1929, which weighed 108 pounds at birth—50 per cent bison and 50 per cent Holstein.

L. C. WILSON.

PUBLIC LAND COMMISSION

THE FULL PERSONNEL OF THE PRESIDENT'S Commission to study problems of conservation and administration of public lands, and his recommendation that surface rights be turned back to the states, has been made public. In addition to the fourteen names given on page 23 of the November PRODUCER, the following new members have been announced:

For individual states:

Oregon—E. C. Van Petten, Ontario.

Wyoming—Perry Jenkins, Big Piney.

For the general public:

Wallace Townsend, Little Rock, Ark.

Huntley Spaulding, Rochester, N. H.

Mary Roberts Rinehart, Washington, D. C.

The first meeting of the commission was held in Washington on November 23. For the present, members will be asked to operate on a voluntary basis, but congressional authority and sufficient funds will be sought early this month.

President Hoover has given the commission a free hand as to the scope of its discussions. This will make it possible to deal with the question of sub-surface rights, in which the people of the West are vitally interested. Hearings by sub-committees have been planned for most of the public-domain states, to ascertain the general sentiment of the people on these problems.

Brown Palace

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CONVENTION HEADQUARTERS

January 16, 17, 18, 1930

American National Live Stock Association

The Brown Palace extends a cordial welcome to members of the American National.

The hotel's location comfortably places you within the radius of downtown amusements, shops, and banks.

Make Reservations Now!

WHAT THE GOVERNMENT IS DOING

IN CONGRESS

AFTER SEVEN MONTHS OF ACRIMONIOUS DEBATE, the special session of the Seventy-first Congress came to a close on November 22 with the adjournment of the Senate for a brief rest before the regular session opened on December 2. The House, after finishing the business before it, had been meeting intermittently, with a few days' interval, in a pro-forma way, while the Senate was wrangling over the tariff bill, only to recess immediately after being called to order.

Of the four major tasks—farm relief, tariff revision, census and reapportionment legislation, and the immigration problem—recommended by President Hoover for consideration by the extra session, only the tariff remains to be disposed of. Prospects at this writing are that the tariff bill will not be sent to the White House until well into the new year. Dissatisfaction with the rates voted by the House, with the bill as it came out of the Senate Finance Committee, and with the further increases on industrial products favored by most of the senators from the eastern states, leaving the disparity between industry and agriculture as emphatic as ever, has brought about an alliance of western Republican "insurgents" and southern Democrats. This new grouping constitutes a majority of the Senate membership, and has taken matters into its own hands.

A suggestion by Senator Smoot, of Utah, chairman of the Finance Committee, made in the early part of November, that the Senate recess from November 9 to November 20 while the coalition framed its amendments, and that these then be taken up and passed without discussion, was, however, rejected; Senator Simmons, of North Carolina, one of the leaders on the Democratic side, declaring that the bill should be written "in the open," so that, when it gets into conference, every amendment can be contested "to the last ditch."

While this may have delayed final action, it is heartening to reflect that it probably will result in more favorable terms for agriculture than it would otherwise have been possible to obtain, and that most of the proposed increases on manufactures will not be included in the act in its ultimate shape. The new line-up will give the Senate a stronger hand when the differences between the two houses are finally to be threshed out.

There have been some signs of the forming of a similar coalition in the House. Dominated as it appeared to be by the "Old Guard" in the hurried passage of the bill last spring, a coalition of this kind could be made strong enough to wield considerable influence as to the attitude of the House conferees. Then, too, the country has clearly demonstrated its dissatisfaction with the House bill, and the members of that body are more amenable to suggestion from the home folks than are the members of the Senate.

If the President, through the strongly Republican House, is able to kill the debenture plan, there is all the more ground

for hoping that in the main the Senate rates will prevail. Friends of agriculture will not soon again have the opportunity of performing so effective a service as in now urging their representatives in Congress to insist on the rates as being written in the Senate bill.

Nine of the sixteen schedules were completed by the Senate before adjournment. After the remaining seven have been disposed of by the regular session, the bill will be open to amendments from the floor prior to passage. Among the schedules on which no action has yet been taken on the floor are live stock, meats, hides, sugar, silk, rayon, and the free list.

On November 13 the Senate voted, 49 to 29, to keep shingles on the free list. The House had imposed a duty of 25 per cent ad valorem. The rate on hay was raised from \$4 to \$5 a ton. The wool schedule was reached on November 21, the day before adjournment. By a vote of 44 to 26, the Finance Committee amendment restoring the basic duty on raw wool to 31 cents a pound—the rate of the present act—was rejected, and the House rate of 34 cents was approved. The proposed increase from 8 to 24 cents a pound in the duty on wool rags was passed over to the regular session.

An amendment providing for a tax of 99 per cent of the amount by which the retail price of imported merchandise exceeds the landed cost of the article plus a 25 per cent profit, has been proposed by Senator Norris, of Nebraska.

* * *

Among other measures in which the West is particularly concerned are a joint resolution (H. J. R. 126), introduced in the House by Representative French, of Idaho, to authorize the President to withdraw from operation of land laws and from grazing, except by special permit, all areas within watersheds of reclamation projects, and a bill (H. R. 4854), submitted by Representative Smith, of Idaho, for the protection of the water flow of streams in the public-land states. Mr. French has also introduced a bill (H. R. 4187) calling for a permanent national policy in the protection and administration of the public domain.

THE FARM BOARD

ACREDIT OF \$5,000,000 TO THE NATIONAL PRODUCERS' Feeder Pool—a subsidiary of the National Live Stock Producers' Association—has been authorized by the Federal Farm Board. The loan is conditioned upon the Producers' Association becoming a member of the National Live Stock Marketing Association, now in course of organization. The money will be used for the financing of feed-lot cattle under contract to be marketed by any of the terminal commission associations which are members of the Producers' Association.

On December 2 it was announced that a commodity loan of \$5,000,000 to the Western Cattle Marketing Association, of



PUTTING ON POUNDS!

AFTER feeding time...when you find them like this one...you *know* they're putting on pounds. But after Purina Steer Fatena feeding time...you can be sure of something more...pounds being put on cheaper than could be done any other way.

Pounds put on cheaper...pounds that sell higher...that's the story of Steer Fatena...that's the story that makes you more money every time!

Purina Mills, Denver, Colorado



THE PURINA POUND IS THE CHEAPEST



San Francisco, has been approved by the board. This loan will enable the association to make advances to its members on feeder cattle not exceeding 75 per cent of their appraised value.

The following other loans have been approved: Southwest Irrigated Cotton Growers' Association, El Paso, Tex., \$750,000; Arkansas Cotton Growers' Co-operative Association, Little Rock, Ark., \$500,000; Mississippi Co-operative Cotton Association, Jackson, Miss., \$300,000; Tennessee Cotton Growers' Association, Memphis, Tenn., \$250,000; Louisiana Farm Bureau Cotton Growers' Co-operative Association, New Orleans, La., \$1,000,000; Arizona Pima Cotton Growers, Phoenix, Ariz., \$750,000; Oklahoma Cotton Growers' Association, Oklahoma City, Okla., \$5,000,000; North Carolina Cotton Growers' Co-operative Association, Raleigh, N. C., \$2,500,000; Staple Cotton Co-operative Association, Greenwood, Miss., \$6,000,000; Southwest Co-operative Wheat Growers' Association, Kansas City, Mo., \$500,000; North Dakota-Montana Wheat Growers' Association, Grand Forks, N. D., \$2,500,000; Farmers' Union Terminal Association, St. Paul, Minn., \$200,000 on wheat stored in licensed warehouses and \$200,000 on wheat stored on farms; Enid Wheat and Grain Growers' Association, Enid, Okla., \$500,000; Colorado Bean Growers' Association, Denver, Colo., \$40,000. These loans are for the purpose of enabling the associations to make advances to their grower members.

Elevators for storage of wheat and other grains will be constructed where needed as soon as possible after the Bureau of Agricultural Economics has completed its survey of the storage situation throughout the country, Chairman Legge stated on November 11.

Formation of a marketing alliance between the Farmers' National Grain Corporation and the Canadian wheat pools, with the object of combating threatened reprisals by European nations against the possibility of higher prices on imported wheat, is under consideration, according to Senator Brookhart, of Iowa. No fears of increased prices need be felt by European grain-consumers, in the opinion of S. R. McKelvie, representing grain-growers on the Farm Board. The policy of the Grain Corporation, he says, is not one of price-fixing, but of price-stabilization.

Co-operation with the Association of Land Grant Colleges and Universities in the development of an educational program for carrying to the American farmer information which will enable him to take full advantage of the provisions of the Agricultural Marketing Act, was proposed by members of the Farm Board attending the forty-third annual convention of the association at Chicago on November 14.

On November 22, George E. Farrand, of Los Angeles, retired as temporary counsel of the Farm Board, having completed the special legal task assigned to him last August. He was succeeded by Stanley Reed, of Ashland and Maysville, Kentucky.

LIVE STOCK, MEATS, AND WOOL DIVISION

AMONG THE AGENCIES OF THE DEPARTMENT OF Agriculture most directly in touch with the live-stock interests of the United States, and of most practical use to the stockman, is the Live Stock, Meats, and Wool Division of the Bureau of Agricultural Economics. The functions of this division are described by C. V. Whalin, its chief, in a recent issue of the *United States Daily*.

The division, says Mr. Whalin, was established in 1915, under the old Bureau of Markets. Its activities have been "inseparably linked with the nation's meat-food supply, and extend to all industrial agencies and operations involved in the marketing and distribution of live stock and live-stock products, from producer to consumer." Its principal purpose has been to make available comprehensive economic information which will be helpful to producers in planning their production and marketing programs, and to distributors in enabling them to effect a more efficient distribution system.

The division operates in three major fields of activity: research, service, and educational. Research activities include studies involving the collection, analysis, and interpretation of facts regarding supply, demand, price trends, quality, and competition. Technical investigations are carried on, leading to the completion of uniform standard market classes and grades for meat-producing animals, meat products, wool and mohair, hides and skins. As an example of studies conducted, an examination is at present being made, in co-operation with several bureaus of the Department of Agriculture and many state experimental stations, into the factors which determine the quality and palatability of meats.

Under service activities fall the nation-wide daily market news service, the meat-grading service, and the beef-stamping service. This service, it is believed, has no counterpart in any other country in the world. With headquarters at Washington, it extends from Boston to San Francisco and from St. Paul to Fort Worth, having branch offices at twenty-four live-stock markets and eight major meat-consuming centers. Ten thousand miles of leased wire permit prompt dissemination of market news, supplemented by every other practicable means of distribution.

Educational activities include lectures and practical demonstrations before farm and live-stock groups, principally in connection with live-stock shows, state fairs, and trade conventions.

REPORT OF NATIONAL PARK SERVICE

ADoption by Congress of a policy directing the acquisition of private holdings within the boundaries of the national parks, is the outstanding event of the year in park work, according to the annual report of Horace M. Albright, director of the National Park Service. In the appropriation act for 1930, Congress authorized the use of a fund of \$3,000,000 to acquire privately owned lands, providing that all federal funds expended for this purpose be matched by equal amounts of private contributions.

The national park and monument system was enlarged to 15,846 square miles during the year by the addition of two new reservations and the extension of boundaries of several others. The establishment of the Grand Teton National Park, Wyoming, added the twenty-first park to the system and ended a thirty-one-year effort to give this outstanding area park status. The Arches National Monument, in southern Utah, was also established, and the areas of the Yellowstone, Lassen Volcanic, and Acadia National Parks were enlarged. Another

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boundary adjustment that has been authorized, but has not yet actually been effected, is in the Yosemite National Park, where the President was empowered by congressional act to add an area containing magnificent sugar-pine stands.

Considerable progress was made on the projects to establish additional national parks in the East. The Great Smoky Mountains project (Tennessee-North Carolina) apparently is nearest consummation. It is believed that all the necessary lands will have been acquired within about two years. More than half the amount needed to acquire the lands for the Shenandoah (Virginia) park project has been obtained, and the Mammoth Cave National Park Association has reported that lands and money totaling about \$1,100,000 have been subscribed for this Kentucky project.

Construction and reconstruction of major road projects in the parks was continued by the Bureau of Public Roads under an enlarged program which calls for the expenditure of \$5,000,000 annually during a ten-year period.

Travel to the parks and monuments broke all records during the past season, with a total of 3,248,264 visitors to both classes of reservations. Of these, 2,680,597 visited the parks—an increase of 158,409 over 1928.

DEPARTMENT OF AGRICULTURE APPROVES MEAT-TRADE CODE

SECRETARY HYDE HAS APPROVED THE RESOLUTIONS on trade practices adopted at the conference with representatives of the meat industry held in Chicago on October 22. The Department of Agriculture, says the secretary, "will take such action as the facts and law may warrant with respect to alleged violations of these resolutions by packers subject to the provisions of the Packers and Stock-Yards Act."

MEAT IN THE NAVY

FRESH BEEF IS SERVED AT LEAST ONCE A DAY ON every naval vessel of the United States, and one other meat at one of the other meals, placing our navy among the largest meat-consuming organizations in the world, we read in the *National Provisioner*. During the fiscal year ended June 30, 1928, the navy consumed more than 23,500,000 pounds of meat, of which 18,710,000 pounds were fresh.

Every battleship, light cruiser, and training vessel has a first-class refrigeration system installed, which enables it to carry fresh meats almost indefinitely. Destroyers and submarines as yet have no facilities for keeping fresh meats longer than two weeks.

Most of the navy's meat supplies are contracted for, with the larger meat organizations participating. Supplementing this, however, are several million pounds of fresh meats annually secured by commissary stewards in local ports. Vessels on the high seas can be supplied with any quantity of meats from the steamship "Arctic," while fleets near shore may restock their refrigerators at any time in near-by ports.

Reciprocal Trade Agreement between Britain and Argentina

As a result of conferences by the British Economic Mission to Argentina, a provisional agreement has been reached for the purchase by Argentina during the next two years of British manufactures to the value of about \$40,000,000, in return for the purchase of Argentine food products of a similar value.

THE MARKETS

LIVE-STOCK MARKET IN NOVEMBER

BY JAMES E. POOLE

CHICAGO, ILL., November 30, 1929.

SAY WHAT YOU PLEASE IN A DEROGATORY WAY about the fat-cattle market, it comes back promptly and encouragingly. Not that gloom has not gathered in the atmosphere where melancholy feeders sit on fence-tops, hear what their bovine property realizes, and figure out just where they "are at," in a financial sense, at the finality of an operation which, especially in the case of weight and fat, has necessitated generous use of red ink this season. All cattle, of course, have not lost money; many have figured right, especially the "yellow-hammers" and "snipes;" but the November slump put values of big cattle down to a level where many operators resorted to justifiable profanity when sales accounts were perused.

Better-Quality Cattle in Sharp Break

Sixteen-dollar cattle followed the seventeen-dollar kind at midsummer into retirement, until, along in November, \$15 stopped all but a few yearling specialties, and \$14.50 secured as good heavy cattle as ever waddled into a show-ring. The market encountered an irresistible force in the shape of a tardy, overdone, and excessively heavy crop of steers, and the price-list buckled under the weight, until good heavy steers trooped over the scales at \$12.50 to \$13.50, and, to beat \$14, a load of big bullocks had to be made to order, with gold-plated sterns and horns made just so. Anything else weighing 1,300 pounds and up was out of luck from the moment it reached the market.

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Each morning, after a light, hurried breakfast, cattle-buyers went afield, picking out yearlings and cheap light steers until they had divided the daily swag. Meanwhile, breeders of heavy cattle, persistently offering their wares, were brusquely consigned to that bourne, the existence of which the late Bob Ingersoll so persistently denied. Usually, at noon, the stereotyped radio announcement was made to the country that few, or no, heavy cattle had been sold. After lunch, buyers usually picked over the big ones, but without displaying enthusiasm—a condition that would have been impossible had heavy beef commanded a reliable market.

Heavy Weights Ignored

This program was not conducive to complacency among owners. Bullocks weighing 1,250 to 1,600 pounds, fed from ten months to a year, and in many instances badly overdone, although capable of dressing 64 to 65 per cent of product, were ignored, while grass-fat, dairy-bred steers evoked enthusiasm in buying circles. An instance will suffice for illustrative purposes: An Iowa man loaded two cars of long-fed cattle when the November market for that kind was at its worst, and, having room, took along four grass steers belonging to a neighbor. Within a few minutes after the consignment had been yarded, one of the neighbor's quartet—an 850-pound Jersey—sold at \$10 per cwt.; two cat-horned yellow Herefords in the 900-pound class made \$11, and a 1,000-pound Shorthorn \$12. Not one of the four had been near a feed-box. The two loads of big cattle lay around the yards three days, finally getting over at \$12.75. This is a condition that feeders fear; but when they assert that

something is wrong somewhere, only an idiot would venture contradiction.

Consumers Demand Light Beef

What is wrong? Too many big cattle to begin with, in the making of which feeders ran counter to consumer demand. Chain- and department-store selling tactics may be credited with exerting an influence. Ransack any or all of these beef-distribution agencies, armed with a search warrant and a microscope, and, if you find a piece of good beef in the bunch, you have made a discovery. Such selling agencies demand light beef which can be put before customers at a price that will insure a profit and meet popular requirements. Much of it is the veriest trash, the mere fact that it is eaten demonstrating beef popularity.

Season Fairly Satisfactory for Killers

Naturally this consumer demand has taken care of a vast number of light, marginal cattle—fleshy feeders that last year were grabbed by the country and put into winter storage. This season feeders have taken a raft of 700- to 1,000-pound steers, many of which would have returned to the country to figure in future beef supply had normal conditions existed and feeders had confidence in the future of the industry. It has been a season of easy picking, voluminous turn-over, and fairly satisfactory profits for killers, despite the break in hides and a bum market for all kinds of by-product.

Trade on Hand-to-Mouth Basis

Occasionally the market furnishes a revelation. One surprise of this nature occurred on Thursday of the third week of November. On Tuesday of that week, buyers, refusing to give cattle, especially heavy bullocks, a pleasant look, insisted that they would lose their jobs, individually and collectively, if they bought another load; that outlet channels were congested, and that the only apparent method of cleaning up beef was consignment to the rendering-tank. On Wednesday, supply was reduced, and buyers were up and dressed at a seasonal hour. On Thursday, with a short run, the roof blew off, prices jumped 50 to 75 cents generally, and in spots as much as a dollar, and the platter was licked clean in less time than is needed to count the ballots at a Democratic primary in Wisconsin. Obviously, the tales concerning congested coolers and dearth of beef demand were somewhat exaggerated. The encouraging phase was a demonstration that beef trade was on a hand-to-mouth basis. Asked for an explanation, one chief buyer replied: "We expected a run of shad up the Delaware, and it didn't happen."

Market Developments Incalculable

Such is life on the market, recalling Finnegan's "off again, on again," episode. There is no formula to work on, no rule to go by. What happens is least expected, invariably. The most isolated feeder in the most remote neck of the woods is as competent to forecast coming events as a \$25,000-a-year Packingtown executive. Of "inside stuff" there is "absodamlutely" none.

Improvement Shown Toward End of Month

As usually happens, the November cattle market took a favorable turn at the moment when it was on a set of skids last year. The third week of November, 1928, developed a terrific crash, with declines of \$1 to \$2 per cwt.; on this occasion the close of the same week was 50 cents to \$1 per cwt. above the opening, which marked the low spot of the season. Weight has borne the brunt of the battle, big steers declining \$3 per cwt. between the high and low spots of the season. Average

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cost of choice cattle, all weights, at Chicago the third week of November was \$14.46 per cwt., compared with \$16.58 the same week last year. In 1926, choice heavy cattle sold at \$8.50 to \$9 during the corresponding period. Average cost of all steers at Chicago the same week, despite the relatively low level of heavy cattle, was \$12.80, against \$12.93 a year ago and \$11.79 for the previous three-year period.

Average Cost of Hogs Stable at Around \$9

Packers have no hesitancy in paying \$9 per cwt., Chicago basis, for the mine run of hogs—good, bad, and indifferent—but at \$9.01 they have been considered out of line. On more than one occasion average cost of droves dropped slightly below the \$9 mark during November, whereupon a buying scramble ensued; but when the common price passed \$9.10, these captains of industry sulked, after the manner of a kid deprived of candy. Toward the middle of November there were surface indications that the market had been stabilized right around the \$9 level, and that killers, while not anxious to develop lower levels, were ready to resist an upward movement. Good weather held young hogs in corn-fields, so that, after packers began killing on "both benches" late in November, they were under the necessity of going afield for hogs, 40,000 of the 70,000 head that reached Chicago on the last Monday of the month being packer-owned. Invariably, when the mountain refuses to go to Mahomet, the latter reverses the movement; and, anyhow, packers got the hogs they needed without boosting prices, which made for stability—or such stability as the market afforded. If the November movement was a criterion of the numerical strength of the winter crop, the official guess at diminished production is worthy of a modicum of credence; but one never can tell, and Packingtown has recently taunted the official prognosticators with shooting wide of the mark when guesstimating concerning hog runs in the immediate future. Present indications are that every shote now sheathing its sides with meat and loading its back with lard will be required in the process of replenishing the national larder, and that the coterie of small packers will be keen contenders for a share of the crop at going prices, the ill-disguised fact being that a killer incapable of handling \$9 hogs at a profit would starve to death in a grocery store.

Carry-over of Pork and Lard Ample

However, there is another angle to consider. Export trade is not what it might be, and the carry-over of lard and meats from the old crop of hogs is more than ample, for which producers, rather than killers, are to blame, as the former fed hogs out when the opposite policy would have been better judgment, forcing packers to carry the bag; also to bury the corpse. Hog-growers may not have pocketed cost on last season's production, but they got real money, while the killer has the residue of his season's conversion in his cellars—a hang-over that will enhance in value only if winter production, on a tonnage basis, is cut down. Everything works both ways—in this world at least—and swine-growers should take cognizance of the fact that the overfat hog is a doubtful merchandising proposition.

Lambs Firm at Low Level

One attribute of the lamb market recently, and all through the season, has been stability; but, unfortunately, it is not the type of stability that growers prefer. Native lambs have not realized expected, or last year's, prices, and such fed westerns as reported at the market during November did not realize first cost on a per-pound basis; which does not necessarily mean net loss, as the gain must be taken into the reckoning. Bearish factors were the decline in wool and other product, a none

too robust dressed market, and, with rare exceptions, enough lambs to go around. Instead of practicing philanthropy, which was the accusation lodged on the rise early last winter, the buying interest has resorted to every possible expediency to depress prices, which is the policy evidently outlined for the whole winter. Once the top lamb price dropped to \$12.85; once it touched \$13.50; both proving out of line, as the pick of the lamb crop sold at \$13 to \$13.25, with the long packer purchase at \$12.50 and \$13. On big runs, sorting was drastic; otherwise cull lambs went with the load, even as the tail goes with the hide. The extent to which the sort cheapens or raises the price is understood only by those who go down to the sheep-house at any of the big markets daily to do business. And whenever buyers hold the whip-hand they "sort hell out of them," to use market vernacular. Once upon a time railroads were accused of raising rates by ingenious classification changes. The modern sheep-buyer is a past-master of the classification-change art.

Big Lamb Not Popular

Cull lambs have been good property anywhere from \$9.50 to \$10.50, but the big lamb—100 pounds up—is anathema to killers, being religiously thrown out and penalized to the extent of 50 cents per cwt. or more. Native lambs have shown up in more profusion this year, in response to high prices in recent years, the spring-wheat belt of the Northwest having filled the hopper at St. Paul and Sioux City, so that shortage in the crop of fat western rangers has been nullified. What would have happened to lamb prices this season had the dried-out Northwest been equal to maximum tonnage, in addition to the accretion in native or farm production, is in the unanswerable category of problems, but prices would undoubtedly have ruled considerably lower. But for a substantial increase in native production this year, actual lamb shortage might have been

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experienced. As it happened, there were always enough to go around—occasionally a few too many; that emergency being met by consignment of the excess to the freezer.

Feeders Take Large Numbers

Confident feeders have ignored the trend of fat-lamb trade events. When killers chorused assertion that fat lambs were not worth the pelts on their backs, and that the dressed market had gone in the same direction as Wall Street, feeders pounced on every lamb that fell to their share, even taking out natives from the spring-wheat belt that have acquired an unenviable reputation for feed-lot mortality. Money may have been tight, but lamb-feeders could always get the wherewithal to finance their purchases, such purchases being limited to the number of lambs available. They paid up to \$13.45, and took a raft at \$12 to \$13. Time and the winter market will reveal just where they "get off at." How many lambs the country has tucked away for winter finishing, statistics do not reveal, as there are no adequate data on the subject, but for the December-to-March period there will be enough to go around. At the beginning of December, signs were extant that the big crop had been garnered; but from that time on the proportion of westerns, thrown into corn-fields during the summer and fall, will expand, and feeders in the trans-Missouri area will be fortunate if these farm-fed lambs are cleaned up by the end of January, as they were acquired by the hundred thousand, and it is axiomatic that what goes in must come out, even when adequate allowance is made for death loss, which is considerable, especially when the stock goes into incompetent hands.

Mutton Discriminated Against

Of sheep, ewes, wethers, or yearlings there have been few, but always enough. One type of meat perennially unpopular with American consumers is mutton; otherwise good ewes would not

be selling at \$5 to \$5.50, and fat wethers at \$7 to \$7.50. That it is an ineradicable aversion is an open secret. The yearling is a trade mystery. It sells at a substantial discount under live-lamb prices, but loses its identity in the cooler, whence it emerges in the guise of lamb to realize lamb prices. Actually the product is better meat, if flavor is given consideration.

WESTERN CATTLE STRUGGLING AGAINST ADVERSE CONDITIONS

J. E. P.

FAR LESS CATTLE MONEY WAS DEPOSITED IN western banks this year than last. Everything was against the cattleman, including adverse physical conditions. The season's gathering was conspicuously deficient in both weight and condition—unless these terms are synonymous. Corn-crop prospects were highly discouraging until late in the season, when favorable weather augmented both yields and quality—a fact that put the country to buying thin cattle in October and November; but when the fat-cattle market bucked up under an overload of big, overdone steers, the stock-cattle market was automatically checked. Along in November additional adversity was encountered in the Wall Street collapse, which kicked back into the stock-yards and, by breaking the hide market, put an added load on beef. Verily, when it rains it pours.

Few western cattle went to killers above \$12 per cwt., and a large proportion of the season's gathering cashed at a range of \$9 to \$10.50, including stockers. With low-grade fat cattle fetching good prices, common and nondescript thin steers selling at \$7.50 to \$8.50 were popular with feeders intent on getting away from high cost and weight. Had more competition on fleshy steers weighing 800 pounds up been available, the season's results would have been more satisfactory; but, having been singed by handling big cattle, feeders were wary, only a few old-timers pursuing a system, showing interest in strong weight, although it was possible to buy flesh on a steer cheaper than it could be made at the feed-box. However, the buyer is usually the final arbiter, and what he said this year went. Controversy on the subject would have been futile.

COMPARATIVE LIVE-STOCK PRICES

BELOW ARE FIGURES SHOWING PRICES ON THE principal classes and grades of live stock at Chicago on November 29, 1929, compared with November 1, 1929, and December 3, 1928:

SLAUGHTER STEERS:	Nov. 29, 1929	Nov. 1, 1929	Dec. 3, 1928
Choice (1,100 to 1,500 lbs.).....	\$13.75-15.50	\$15.00-15.50	\$16.50-17.50
Good	12.25-14.25	12.75-15.00	13.25-16.50
Choice (1,100 lbs. down).....	15.00-15.50	15.25-16.00	16.50-17.50
Good	12.50-15.00	13.00-15.25	13.00-16.50
Medium (800 lbs. up).....	10.75-12.50	10.75-13.25	11.50-13.25
FED YEARLING STEERS:			
Good to Choice.....	13.00-15.75	13.25-16.00	13.00-16.50
HEIFERS:			
Good to Choice.....	9.25-15.00	9.00-15.25	9.50-15.00
COWS:			
Good to Choice.....	7.25-10.00	7.75-10.25	8.10-11.00
FEEDER AND STOCKER STEERS:			
Good to Choice (800 lbs. up).....	9.75-11.00	9.75-11.25	11.25-12.00
Common to Medium.....	7.75- 9.75	7.75- 9.75	9.25-11.25
Good to Choice (800 lbs. down).....	10.25-11.75	9.75-11.50	11.25-12.25
Common to Medium.....	7.50-10.25	7.25-10.00	9.00-11.25
HOGS:			
Medium Weights (200 to 250 lbs.)....	9.15- 9.50	9.00- 9.40	8.75- 9.00
LAMBS:			
Medium to Choice (84 to 92 lbs.).....	11.25-13.50	10.75-12.85	12.00-14.25

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LIVE STOCK AT STOCK-YARDS

APPENDED ARE TABLES SHOWING RECEIPTS, shipments, and slaughter of live stock at sixty-six markets for the month of October, 1929, compared with October, 1928, and for the ten months ending October, 1929 and 1928:

RECEIPTS

	October		Ten Months Ending October	
	1929	1928	1929	1928
Cattle*	1,782,495	1,913,048	11,790,918	12,694,603
Calves.....	618,703	628,734	5,099,043	5,310,006
Hogs.....	3,674,368	3,666,491	35,433,823	37,678,142
Sheep.....	4,091,238	3,937,834	22,966,442	21,934,498

TOTAL SHIPMENTS†

	October		Ten Months Ending October	
	1929	1928	1929	1928
Cattle*	1,083,326	1,105,277	5,214,642	5,851,530
Calves.....	233,290	222,514	1,529,387	1,615,860
Hogs.....	1,376,648	1,341,102	13,272,591	14,186,328
Sheep.....	2,818,458	2,485,488	12,034,060	11,539,532

STOCKER AND FEEDER SHIPMENTS

	October		Ten Months Ending October	
	1929	1928	1929	1928
Cattle*	672,725	704,444	2,570,600	2,923,825
Calves.....	84,724	94,469	266,729	292,047
Hogs.....	50,412	65,239	517,195	624,633
Sheep.....	1,831,458	1,465,674	4,806,261	4,273,578

LOCAL SLAUGHTER

	October		Ten Months Ending October	
	1929	1928	1929	1928
Cattle*	779,053	795,487	6,410,286	6,624,157
Calves.....	389,104	399,050	3,580,074	3,737,606
Hogs.....	2,309,795	2,311,058	22,138,325	23,450,268
Sheep.....	1,326,478	1,403,265	10,881,065	10,320,193

*Exclusive of calves.

†Including stockers and feeders.

STOCKER MARKET COMING TO LIFE

J. E. P.

OCTOBER AND NOVEMBER INVESTMENT IN STOCK cattle at the central markets was on a generous scale, although previously it had been light. Late in the season, laggards, many of whom had been awaiting a low spot, or such a break as occurred in November last year, concluded that nothing of that nature was on the cards, whereupon stocker-market atmosphere changed. The aggregate July-to-November purchase will be right around that of last year, but of a different kind of cattle and of decidedly less tonnage. How and when they will return to market must be left to the future course of events.

Last year's investment was at high, if not inflated, prices. On this occasion a safe crop of cattle has been acquired. It is true that venturesome short feeders have lost out on heavy steers purchased with a view to getting them ready for the November market, but this does not concern the rank and file of feeders taking on cattle for the long pull. How much less the movement of stock cattle direct from pasture to feed-lot

will be, compared with the big movement of the corresponding period of 1928, cannot be determined, but it will be considerably less. The great bulk of the thin and fleshy cattle acquired this year cost \$8.50 to \$10.50 per cwt., and they should pay reasonable dividends. As the country was "off" heavy feeders, few cattle costing \$12 or better were laid in. At the prices, and in the event that both tonnage and numbers will be cut, feeders are in a much stronger strategic position than last winter, and should find at least part, if not all, of their money where it was lost.

Late in November the stock-cattle market rounded to, belated buyers came into the market with urgent orders, killers showed competition on steers in near-beef condition, and prices advanced—not spectacularly, but sufficiently to reveal a healthy undertone, the ill-disguised fact being that the feeding area needs cattle, and will need them right along. Increasing storage stocks of butter, with drooping prices, together with prevalence of contagious abortion in dairy herds, are attracting attention to beef-making, and probably will continue to do so, as it is a less onerous occupation. Further improvement in stock-cattle values—contingent, of course, on an active beef-cattle market—is considered inevitable. If feeders make a little money on their winter turn-over, what has happened recently will be speedily forgotten. Repetition of the 1928 boom in stocker and feeder values is the last thing to be desired.

THE DENVER MARKET

BY W. N. FULTON

DENVER, COLO., November 30, 1929.

TRADE WAS MORE OR LESS UNEVEN IN THE cattle department at Denver during November. Due to the prevalence of storms in the northern Colorado beet-raising districts, which interfered with the digging of beets and curtailed the demand for feeder cattle to some extent, the market was more or less draggy at times. However, lighter supplies later in the month injected more pep into the trade, and much of the early loss was regained. Good fat steers were selling around \$10.75 to \$12.25 early in November, with prices rang-

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ing around \$10.50 to \$12 late in the month. Cows that sold around \$7.75 to \$8.25 during the early part of the month were bringing about the same prices at the close. Heifers also showed very little change, prices ranging from \$9 to \$9.75 for the good kinds at the opening and at the close of the month. Feeder steers that were selling around \$9.50 to \$11 early in November were bringing about the same prices at the close.

Just what the future of the cattle market has in store is a matter rather difficult to determine. The supply of stock is expected to be more or less limited at all markets from now on, and there is every reason to look for a fairly stable market, with prices well maintained. Locally there is likely to be some feeder demand from the northern Colorado beet districts, as the ranchers find themselves able to take care of the stock; but the inquiry is not expected to be large, as the big feeder demand is over for this year. Reports from the northern Colorado district are to the effect that the supply of cattle on feed this year in that area will be somewhat smaller than that of a year ago.

Sheep.—A good sheep trade was reported on the Denver market throughout the entire month. Good-quality fat lambs were selling early in November around \$12 to \$12.25, whereas at the close of the month they were bringing around \$11.75 to \$12.15. Feeder lambs were selling around \$11.75 to \$12.25 early in November, and at the close of the month were bringing from \$11.50 to \$12. Fat ewes, which were selling around

\$4.50 to \$4.75 early in the month, were bringing anywhere from \$4.50 to \$5.50 at the close, while good-quality feeder ewes were bringing around \$4.25 to \$4.75—an advance of around half a dollar over the prices prevailing earlier in the month.

The sheep supply, although slightly under that of a year ago, was nevertheless quite liberal during the month, and demand was good. The northern Colorado feeding districts are said to contain more lambs this year than last. Most of the feeders had already received or contracted for their lambs before the storms came, and the snows, therefore, did not have the effect on the lamb feeder demand that they did on the demand for feeder cattle.

HOLDINGS OF FROZEN AND CURED MEATS

BELOW IS A SUMMARY OF STORAGE HOLDINGS OF frozen and cured meats on November 1, 1929, as compared with November 1, 1928, and average holdings on that date for the last five years (in pounds):

Commodity	Nov. 1, 1929	Nov. 1, 1928	Five-Year Average
Frozen beef.....	52,059,000	41,635,000	35,855,000
Cured beef*.....	20,067,000	16,401,000	19,720,000
Lamb and mutton.....	4,989,000	4,321,000	2,939,000
Frozen pork.....	75,678,000	66,049,000	52,908,000
Dry salt pork*.....	109,695,000	101,123,000	97,608,000
Pickled pork*.....	304,634,000	265,988,000	270,732,000
Miscellaneous.....	63,594,000	52,201,000	51,320,000
Totals.....	630,716,000	547,718,000	531,082,000
Lard.....	99,110,000	83,474,000	59,382,000

*Cured or in process of cure.

LITTLE ACTIVITY IN HIDES

BETWEEN THE WALL STREET JAMBOREE, WHICH flicked shingles from the roof of every trading bourse in the country, heavy imports in anticipation of a tariff, and minor influences, the hide market almost faded out in November. For a week there was little or nothing doing, either in spot trade or in futures. When a reasonable degree of activity was restored, prices were down, but hides could be sold, heavy native steers going on a 16-cent basis, and heavy Texas steers at 14½ cents. Another half-cent was put on when holders balked. Coincidentally, the future market rallied after a decline exceeding 5 cents in less than two months, creating an impression that the bottom of the slump had been uncovered. Reports from Buenos Aires have been unfavorable, bona-fide purchasers being few.

Packers have shown a disposition to resist the decline, but their take-off has been constantly heavy and their accumulation large. Tanners have been reluctant to make commitments, even at what appear to be bargain-counter rates, on the eve of inventory-taking and in the face of reduction of shoe-making operations; the fact being that, in common with all other manufacturers, they have received admonition to buy as little raw material as possible, and at lower prices. In practical trading, especially on a buyer's market, nothing weakens the morale of the selling side more than indifference, real or simulated, on the part of buyers.

Heavy domestic cattle slaughter, plus heavy imports, has been adverse to values and responsible for an accumulation policy by dealers and packers under stress of necessity, as crowding the market would merely have had the effect of further depressing values. While ample, stocks have not become burdensome, and slaughter is already curtailed. Fundamen-

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Write Mr. Off, owner, 120 South M Street, Madera, California.

tally, the tanning and leather industry is in a reasonably sound position.

Chicago basis, heavy native steer hides are quoted at 16 cents; spready native steers, 17 to 17½ cents; heavy native cows, 14 cents; light native cows, 13½ cents; heavy Texas steers, 14½ cents; light Texas steers, 13 to 13½ cents; Colorado steers, 13½ cents; branded cows, 12½ to 13 cents; branded bulls, 9½ to 10 cents. The country-hide situation is more satisfactory than the packer, as dealers are well sold up. All weights are nominal at 11½ to 12 cents; sixty-pound-and-up cows and steers, at 10½ cents; buffs, at 11½ to 12 cents; extreme weights, at 13 cents.

IMPRESSION PREVAILS THAT WOOL IS HEADED FOR COME-BACK

J. E. P.

WITH RESPECT TO WOOL, THERE IS THIS TO CONSIDER: Neither wool nor goods stocks are large, purchasing power has not been seriously impaired, and money conditions are more favorable for investment than recently. Foreign markets are firm, especially on cross-bred descriptions.

Although the domestic market is quiet, the atmosphere is surcharged with expectancy, plus hints of renewal of business.

Fall Texas wools have been practically taken out of growers' hands at 19 to 20 cents, or 53 to 56 cents clean basis, at Boston. Texas twelve-month wools have realized 85 to 87 cents, scoured basis. Ohio Delaines have sold at 36 to 36½ cents, grease basis.

Whatever activity has developed in wool-trading circles recently has been at points remote from the Atlantic seaboard, where there has been an almost imperceptible decline. In the case of fine wools, an impression exists that return to recent higher levels is due. Such a possibility is by no means remote, as the usual October-November trade was hampered by stock-market rampage. The industry is in a fairly liquid condition; surplus stocks are small—the result of continued hand-to-mouth buying; and, with easier money conditions, better business is to be expected.

Much of the trade done at eastern wool markets recently has been under cover, so far as prices are concerned. This secrecy between buyer and seller has a counterpart in p. t. sales on the lamb market, and must have an object, although the purpose is somewhat obscure. Possibly it is done to cover up recessions. It is also possible that buyers are endeavoring to conceal their needs and repress evidence of an advancing trend. Be that as it may, sentiment reflects foreign market conditions, and is conservatively bullish. Naturally at this season there is a disposition to go along on minimum inventories. Some business has been done on January dating, but it was restricted in volume.

FEEDSTUFFS

THE PRICE OF COTTONSEED CAKE AND MEAL ON December 2, f. o. b. Texas points, was \$40.50. At Kansas City on November 30 hay sold as follows: Alfalfa—No. 1 extra leafy, \$28 to \$30; No. 2 extra leafy, \$26 to \$27.50; No. 1, \$24 to \$25.50; No. 2 leafy, \$22 to \$23.50; No. 2, \$19.50 to \$21.50; No. 3 leafy, \$17.50 to \$19; No. 3, \$16 to \$17; sample, \$13 to \$15.50; prairie—No. 1, \$12 to \$12.50; No. 2, \$9.50 to \$11.50; No. 3, \$7 to \$9; sample, \$6 to \$6.50; timothy, new crop—No. 1, \$14.50 up; No. 2, \$13.50 to \$14; No. 3, \$11 to \$13; sample, \$9.50 to \$10.50; timothy-clover, mixed—No. 1, \$14.50 up; No. 2, \$13 to \$14; No. 3, \$9 to \$12.50.

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FOREIGN

LIVE-STOCK INTERESTS IN AUSTRALASIA

BY A. C. MILLS

[Special Correspondence to The Producer]

MELBOURNE, AUSTRALIA, October 15, 1929.

THAT SOME PEOPLE STILL HAVE CONFIDENCE IN the future of the beef-cattle industry in north Australia was evinced at a sale of Queensland state-owned cattle stations, held during the past month. A few years back the Queensland government, being of a determined socialistic nature, made up its mind to supply city workers, and incidentally its chief supporters, with cheap beef. Accordingly a number of state butchers' shops were opened. But when it was found that this did not affect the first cost of the meat, it was decided to buy a number of fully stocked cattle runs. The details are now quite ancient history, but the leaseholds of, I think, about fifteen large properties were purchased, and the government became possessed of over half a million head of cattle. The idea, of course, was that the fats should be supplied to the state shops; but in actual practice few were used for that purpose, the ordinary stock markets being found to pay better. That meant that the state came into open competition with cattle-breeders as well as with retail butchers—not that that troubled the government. To show how unfair the competition was, it is only necessary to mention that sums aggregating \$6,875,000 have been lost and written off in connection with working the stations alone up to June 30, 1929.

When the Labor government was turned out of office early in the current year, the combined Country and National party that then came into power had to clean up the mess left by its predecessor. In furtherance of this policy, twelve cattle runs, covering approximately 26,500 square miles of leaseholds and carrying about 140,000 head of cattle, were offered by auction on September 17; that being all that re-

mained of the original purchases. Bidding at the auction was slack, and only one of the smaller runs found a buyer. However, subsequent sales by private treaty have resulted in the disposal of seven more properties. When it is added that the price paid for these eight totals but \$1,897,500, whereas the original cost of the twelve offered came to at least \$5,145,000, it will be realized that a further very considerable writing-off will be necessary before the full tale of a state's incursion into the realms of cattle-ranching is closed.

At first sight, the sale of the leases of eight cattle stations, which probably cost over \$3,000,000, for \$1,897,500 does not indicate much confidence in the future of the industry. It must be pointed out, however, that the properties were acquired by the government in the days of the cattle boom and at inflated prices, while they are being disposed of at a time when things connected with the industry are far from bright. The biggest individual purchase was made by a syndicate, the principals of which have large beef-packing interests in Queensland. This group bought four properties, with a combined area of over 9,000 square miles, and carrying about 84,000 head of cattle of mixed ages and sexes, for \$1,250,000. As the advertised terms of the sale specify a deposit of half cash on signing the contract, and the payment of the balance in three and a half years, the staking of \$625,000 in a lump sum can surely be regarded as a gesture of confidence.

It may be well to explain that the sale of the state stations did not involve any freehold land. All that the government offered was a thirty-year lease at a specified rental, the use of all improvements on the run, and the ownership of the stock depastured thereon. The rent is fixed for the first ten years, and after that is subject to review by the Land Administration Board. I may add that the rate is generally determined by carrying capacity, handiness of the run to markets or railroads, and the value of improvements. In the case of the four stations bought by the syndicate, the rental of the best, comprising 1,290 square miles, is \$9.92 per square mile per annum. The cheapest, an area of 3,500 square miles, is rented at \$3.36 per square mile per annum.

A good idea of actual values of north Queensland cattle properties can be obtained if I quote the price paid for a single station. Lyndhurst—one of the state runs sold by private treaty for \$350,000—covers an area of 1,293 square miles of fair holding plain and hill country, about 100 miles from the nearest railway, and is at present carrying 11,024 head of beef cattle and 500 horses. The annual rent of this is \$7.20 a square mile.

The promised bill to improve conditions of land tenure in Queensland was brought down about ten days ago and is now before Parliament. It gives the lessees of what are known as selections—i. e., of relatively small areas—the right to convert their leases into freeholds. The right to convert does not apply to large cattle-holdings, but lessees of those are to be given an extension of their existing leases up to twenty years, whereby it is hoped they will be encouraged to spend more money on improvements. The bill has been well received, and is almost certain to go through.

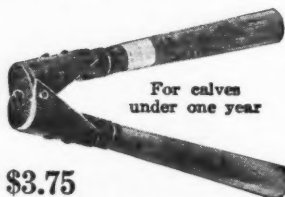
Australia is passing through its usual spring shortage of fat cattle, with the concomitant high prices in the chief consuming centers. Prime steers have lately been selling in the yards at from \$14.88 to \$15.60 per 100 pounds in Melbourne, and up to \$14.40 in Sydney, which is exceptionally dear even for this time of the year. In the Enoggera yards, Brisbane, top cattle are realizing up to \$9.12 per 100 pounds, while packers have been paying from \$8.16 to \$8.68 for first ox beef, and \$7.76 to \$8.16 for seconds. As these rates are considerably above oversea parity, packers' operations are be-

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ing strictly limited to contract commitments. As a matter of fact, the beef export season in the north, so far as slaughtering is concerned, is practically finished. Only three plants, all on the Brisbane River, remain in commission, and they are killing intermittently. About one quarter-million quarters of beef are in cold store; so that shipments will continue for some little time.

The firmness of fats does not extend to the same degree to stores and breeders, though the market is not weak. Forward stores in Queensland, about two or two and a half years old, are quoted at up to \$40 per head, but younger stuff is much cheaper. The demand in the other states is affected largely by the uncertainty of the season. A good deal of New South Wales, Victoria, and South Australia is very dry.

A feature of the cattle position in New Zealand has been the recent striking shortage in beef supplies in the South Island. For a time last month almost famine prices ruled, up to \$15.12 per 100 pounds being paid in the Christchurch yards for good steers. Rates have dropped somewhat since then, owing to importations from the North Island, where fats are more plentiful. Prime steers there are worth about \$10.80 per 100 pounds. The spring is opening late throughout the country, cold winds having checked growth; yet, in spite of the scarcity of feed, the market for store cattle is firm. Light three-year-old steers are worth \$42.50 and more, and yearling steers \$30 to \$35 in the north, while in the south three-year-olds are fetching \$57.50, and yearlings \$45.

"I am in receipt of a sample copy of THE PRODUCER, which I have read with much interest. I congratulate the association on the very able manner in which its official paper is edited."—CHAUNCEY DEWEY, Brewster, Kan.

EXPORTS OF MEAT PRODUCTS

EXPORTS OF MEAT, MEAT PRODUCTS, AND ANIMAL FATS from the United States for the month of October and the ten months ending October, 1929, as compared with the corresponding periods of the previous year, were as below (in pounds):

BEEF PRODUCTS

	October		Ten Months Ending October	
	1929	1928	1929	1928
Beef, fresh.....	225,729	124,953	2,455,288	1,595,148
Beef, pickled.....	771,191	1,060,509	9,417,827	8,260,832
Beef, canned.....	226,142	90,945	2,200,330	1,658,948
Oleo oil.....	5,110,870	6,063,665	58,241,450	55,115,786
Totals.....	6,333,932	7,340,072	72,314,895	66,630,714

PORK PRODUCTS

	October		Ten Months Ending October	
	1929	1928	1929	1928
Pork, fresh.....	1,061,719	860,323	9,747,635	9,632,200
Pork, pickled.....	4,841,645	3,038,415	38,595,070	28,314,373
Bacon.....	9,858,265	4,973,301	116,988,571	101,520,194
Cumberland sides.....	431,289	232,371	5,024,070	4,819,368
Hams and shoulders.....	7,579,957	4,747,337	107,183,982	107,992,794
Wiltshire sides.....	281,839	102,445	4,183,872	692,971
Sausage, canned.....	245,834	158,159	1,924,108	1,680,516
Lard.....	70,697,951	59,864,784	666,018,063	605,648,595
Lard compounds.....	332,847	681,883	3,019,099	4,044,509
Neutral lard.....	1,116,152	1,092,792	15,879,943	21,031,874
Totals.....	96,447,498	75,751,810	968,564,413	885,177,394

Those who insist that a vegetable diet will make one slim possibly forget the fact that elephants live on a vegetable diet.
—Tampa Times.

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THIRTY-EIGHT FEMALES

Every Animal of Straight Gudge & Simpson Breeding

Sale January 8, 1930

Sale includes four cows bred by Gudge & Simpson, and fifteen that are out of cows bred by Gudge & Simpson—all are close up. One cow is a granddaughter of Beau Brummell, two cows have Anxiety 4th 9904 in the fourth generation of their pedigrees, and twelve have Anxiety 4th 9904 in the fifth generation of their pedigrees. Many of these cows weigh 1,500 pounds in pasture condition. All are good breeders—cows of Capitola, Gondola, Correlina, Mabelle, Graphite, Sprite, Bandola Glow, and Donna Agnes families—sired by Domino 264259, Young Anxiety 4th 659395, Superior Anxiety 4th 1073197, Beau Superior 761180, Imperial Anxiety 1000820, Mischief Domino 6th 728187, Bright Abel 566454, Stanway Domino 792303, Superior Mischief 590259, Beau Capitan 542041, (Beau Blanc Visage 700000), The Don Carlos 733216, and others.

SALE INCLUDES SOME OF THE BEST INDIVIDUAL COWS OF THE BREED

Featuring Prince Domino 25th 1634653 and his get. Prince Domino 25th bred by Will E. Smith, Columbia, Mo., sired by Prince Domino 7th 1356075 and out of Marietta 46th 1232378 by Modest President 926000 (Beau Merry 445571), second dam Marietta 45th 542102 by Domino 264259, third dam Marietta 32nd 350788 by Beau Dandy 145564, fourth dam Marietta 16th 163971 by Beau Brummell 51817, fifth dam Marietta 3rd by Don Juan 11069.

His calves in the sale prove him to be a great breeder. Twenty-eight cows are bred to Prince Domino 25th, and two are bred to Prince Domino 7th 1356075.

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THE BULLETIN BOARD

RANGE AND LIVE-STOCK CONDITIONS IN NOVEMBER

Ranges.—October rains helped some of the western ranges, according to the report of the Department of Agriculture issued early in November. Snows had covered the higher sections. At the beginning of November, ranges were still very dry, with short feed, in California, Idaho, and eastern Oregon and Washington. Rains had greatly improved conditions in Texas and parts of other states,

but came too late to benefit northern sections. Winter feed prospects were very good in New Mexico and Arizona. Drought during the summer and fall had cut grass on the winter ranges of Montana, Wyoming, western Dakotas, Texas, California, Oregon, Idaho, Washington, and parts of Nevada. Winter sheep ranges in southern Wyoming, Utah, and southern Nevada were good.

Cattle.—Cattle were not in quite so good condition as a year ago, particularly in areas where it has been dry. With lower prices and a short hay crop at higher prices, there had been a light local demand and little tendency to expand operations. However, in a few areas where feed was plentiful some cattle had been held, in preference to selling at present prices.

Sheep.—Sheep were generally in good flesh, but lambs from many sections were a little lighter than last fall. Dry conditions had been hard on sheep in Idaho,

Oregon, Washington, California, and parts of Nevada, requiring more than the normal use of supplemental feeds. Sheep conditions were generally good in New Mexico, Arizona, Colorado, Utah, and parts of Montana and Wyoming. In Texas, sheep range had been dry until late October rains. More ewe lambs had gone to market than last fall, with a light demand. Many old ewes are for sale, with few buyers.

CATTLE-FEEDING SITUATION IN NOVEMBER

Shipments of stocker and feeder cattle through markets into the Corn Belt states in October were relatively large, being about 5 per cent above October, 1928, and the largest for this month in five years, states the Bureau of Agricultural Economics in a report released on November 18. For the four months, July to October, inclusive, in-shipments were about 8 per cent smaller than in 1928 and about 4 per cent below the five-year average.

Prices of stocker and feeder cattle were fairly strong during October. At the end of September the average price was about \$1.50 per cwt. below last year, but by the end of October the average was only about 35 cents below. With the break in feeder-cattle prices early in November which accompanied the sharp break in fed cattle, this spread, however, again tended to widen.

Reports from the western states indicate little change from last year in cattle-feeding for the area as a whole, with increases probable in Montana, Idaho, and Utah, and decreases in Wyoming, Nevada, Washington, and Oregon. In the important northern Colorado feeding district, delay in completing the beet harvest also delayed the purchase of feeding cattle, so that indications as to cattle-feeding there are as yet uncertain.



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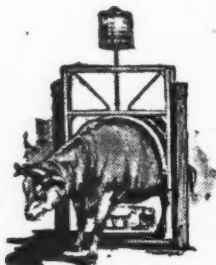
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We invite investigation. Write to any farmer or feeder who is a user of the Automatic Currying and Dipping Machine.

LAMB-FEEDING SITUATION

Movement of feeding lambs into the principal feeding states at the end of October pointed to some increase in feeding this season over last. Total shipments through markets into the Corn Belt for the four months, July to October, inclusive, were about the same in the two years. Shipments of feeding lambs into northern Colorado, however, were materially larger in October, 1929, than in 1928, but the in-movement during November and December was expected to be smaller than in these months a year ago. Reports from other western states indicate an increase in the total.

NEW BREED OF SHEEP

Fifteen years of experimental work at the government station located at Dubois, Idaho, have resulted in producing a new breed of sheep, known as the Columbia, which is a cross between the Lincoln and the Rambouillet, and seems to possess many of the good qualities of both. Under strictly range conditions, the Columbia for the past three years has averaged 11.27 pounds of wool, compared with 8.28 for the Corriedales and 8.82 for the Rambouillets belonging to the flocks of the Department of Agriculture at the station. At weaning time, Columbia lambs have averaged 78 pounds in weight, against 73 for the Corriedales and 69 for the Rambouillets.

At the National Ram Sale recently held at Salt Lake City, fourteen yearling Columbia rams were sold at \$155 a head.

MORE TWIN LAMBS DROPPED
WHEN EWES ARE WELL FED

Not only has science been able to make two blades of grass grow where but one grew before, but it is now able to induce ewes to drop a larger number of twin lambs. Extra feed at the breeding season is the treatment that produces the additional lambs.

Sheep specialists of the Department of Agriculture have been at work on this problem for the past twelve years. The results of their work show that liberal feeding just before and during the breeding season, commonly known as "flushing," has given a larger number of twins. While the percentage of increase has varied from year to year, the average has been 16 more lambs per 100 ewes for the flushed ewes than for lots which did not receive this extra feed.

A study has been made of the comparative value of a supplementary grain ration and of extra-quality pasture for furnishing this extra feed. Very little difference was found in the lambing percentages of ewes flushed by these two methods. However, it is usually cheaper to supply the additional feed in the form of extra-quality pasture.

LARGE COWS MOST ECONOMICAL
PRODUCERS

The small, refined dairy cow may look best, but the big, roomy cow pays most profit to her owner, according to a survey made by the Department of Agriculture. Large and small cows within one breed were compared, pure-breds and grades of every age being included.


On an average, cows weighing 1,500 pounds exceeded those weighing 800

pounds by 98 pounds of butterfat per cow. Their cost of feed was \$20 higher, but they returned \$43 more per cow in yearly income over cost of feed.

An analysis of figures obtained in the

survey shows that, as size of cow advanced 100 pounds for each group, there was a fairly uniform gain in production of milk and of butterfat, in cost of feed

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per cow, and in income above feed cost. On the other hand, there was a slight decrease in the butterfat test, but this was not enough to merit special attention.

INCREASING CALF CROP

Many successful live-stock producers in the range country increase their calf crop by dividing the range into pastures that will each carry 100 cows and four thrifty, well-conditioned bulls. Under this plan, a 90 per cent crop can be produced in normal years, if all the cows

are good breeders, according to the Department of Agriculture.

In pastures with a carrying capacity of 500 head and the same ratio of bulls, only a 75 per cent calf crop can be expected under ordinary conditions. On unfenced ranges, and where little attention is given to conditioning the bulls or culling the cow herd for shy breeders, the average crop will fall below 75 per cent.

A BLUE-RIBBONER

This old-timer, reminder of the days when steers were steers, is the grand-uncle of the herd of Gilbert Swanson, St. Edward, Nebraska. His age is given as



twelve years, and his weight as close to 3,000 pounds—a ton and a half. His exact height we do not know, but his dimensions may be judged by comparison with the hog on which he is throwing his mighty shadow. The abbreviated tail may be accounted for by absorption.

REINDEER MEAT

Reindeer-raising in Alaska has increased to such an extent that a large supply of meat is now available for export. First marketed exclusively in the Northwest, the meat is today being distributed to many parts of the country. It differs but little in composition from beef or veal of the same grade, according to Department of Agriculture Leaflet No. 48, "Reindeer Recipes." In general, it contains less fat and slightly more protein. The flavor is characteristic, and different from that of beef or veal, being gamy, though not strong. The texture is fine, and most of the meat is tender.

Reindeer meat is shipped frozen, and should be allowed to thaw slowly at a low temperature before preparing it for the table.

NEW SKINNING DEVICE

An electrical device for removing hides from slaughtered animals has recently been invented in Germany, ac-

cording to the *National Provisioner*. The machine not only takes off the hide without cuts or scores, but is said to reduce the time of the operation by from 25 to 35 per cent. Another advantage claimed for it is that it can be operated by unskilled workmen.

THE SPICE-BOX

Inventor's Triumph.—

I eat my pease with honey,
I have done it all my life;
They do taste kind of funny,
But it keeps them on the knife.

—*Christian World*.

By Proxy.—Voice on the Telephone—"My son will not be able to come to school this afternoon. He has a cold."

Teacher—"Very well, sir. Who is speaking?"

Voice—"My father."—*Exchange*.

Antidote.—Maid—"While you were gone, ma'am, your little Willie swallowed a bug. But don't worry! I had him take an insect powder."—*Rock Island Magazine*.

All's Well That Ends Well.—Butler—"Your wife has run away with the chauffeur."

Husband—"Oh, well, I was going to fire him anyway."—*Life*.

BEST LAND OPPORTUNITIES WEST OF MISSOURI RIVER

High quality lands, virgin or cultivated, available at low prices and on easy terms in South Dakota, from Chamberlain to Rapid City. The entire territory is improved with roads, schools, churches and railroads, and enjoys a friendly neighborhood spirit. Its record is good for production of non-perishable crops of wide demand, and climatic conditions are favorable to comfortable family life; also for development of livestock.

Surface of this territory varies from large level areas or slightly rolling lands—suitable either for tractor or horse power farming—to rough or hilly lands, ideal for grazing. Prices vary according to location and quality, ranging from \$5.00 to \$25.00 per acre for unimproved, and from \$15.00 to \$40.00 per acre for improved lands.

Real opportunities exist in this South Dakota region for men seeking to engage in grain, diversified or stock farming. Corn, wheat, flax, oats, barley, alfalfa, sweet clover, vegetables and small fruits profitably grown. Production of alfalfa seeds extensive. Horses, cattle and sheep thrive on the nutritious, native South Dakota grasses. Poultry, hog and dairying industries are successfully carried on and are rapidly increasing.

Residents of this section also have easy access to the scenic, fishing and hunting advantages of the Black Hills.

The Milwaukee Road seeks to aid qualified settlers; to protect them against unfair statements about conditions; to help secure maximum land values for prices paid; to advise before and after locating. Write for illustrated booklet and detailed information. Ask questions. All answers cheerfully and carefully given. Reliable information on all parts of this territory. Low Homeseeker Fares every Tuesday. R. W. Reynolds, Commissioner, The Milwaukee Road, 924-U, Union Station, Chicago.

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FOR SALE: 30 Yearling Range Bulls, low-set, heavy-boned, beef type; 30 Bred Heifers and Young Cows; several good young Herd Bull Prospects.

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“Progress Is the Activity of Today and the Assurance of Tomorrow”

OFFICERS of twenty-nine co-operative sales agencies met with the Federal Farm Board and developed, and unanimously agreed on, general plans for a central live-stock marketing agency, to be known as the National Live Stock Marketing Association. Under the adopted plan, co-operatives have united to pool their forces and to strengthen their bargaining power. All co-operative agencies are unifying their efforts to eliminate waste and unnecessary costs in marketing, and to co-operate fully to control and direct the movement of live stock from the time it leaves the farm or ranch until it reaches the place of slaughter. The proposed national organization will have subsidiary corporations, owned by its member agencies. These agencies will be amply financed to greatly extend their activities and to offer live-stock producers of this country a marketing service which will stabilize the industry.

*“In Prosperity Prepare for a Change
In Adversity Hope for One”*

THE NATIONAL LIVE STOCK PRODUCERS ASSOCIATION

with the following marketing agencies

Producers Commission Association
Indianapolis, Indiana

Producers Commission Association
Kansas City, Missouri

Producers Live Stock Commission Association
National Stock Yards, Illinois

Peoria Producers Commission Association
Peoria, Illinois

Producers Co-operative Commission Association
Pittsburgh, Pennsylvania

Producers Commission Association
Sioux City, Iowa

Producers Co-operative Commission Association
Buffalo, New York

Chicago Producers Commission Association
Chicago, Illinois

Producers Co-operative Commission Association
Cincinnati, Ohio

Producers Co-operative Commission Association
Cleveland, Ohio

Michigan Live Stock Exchange
Detroit, Michigan

Evansville Producers Commission Association
Evansville, Indiana

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